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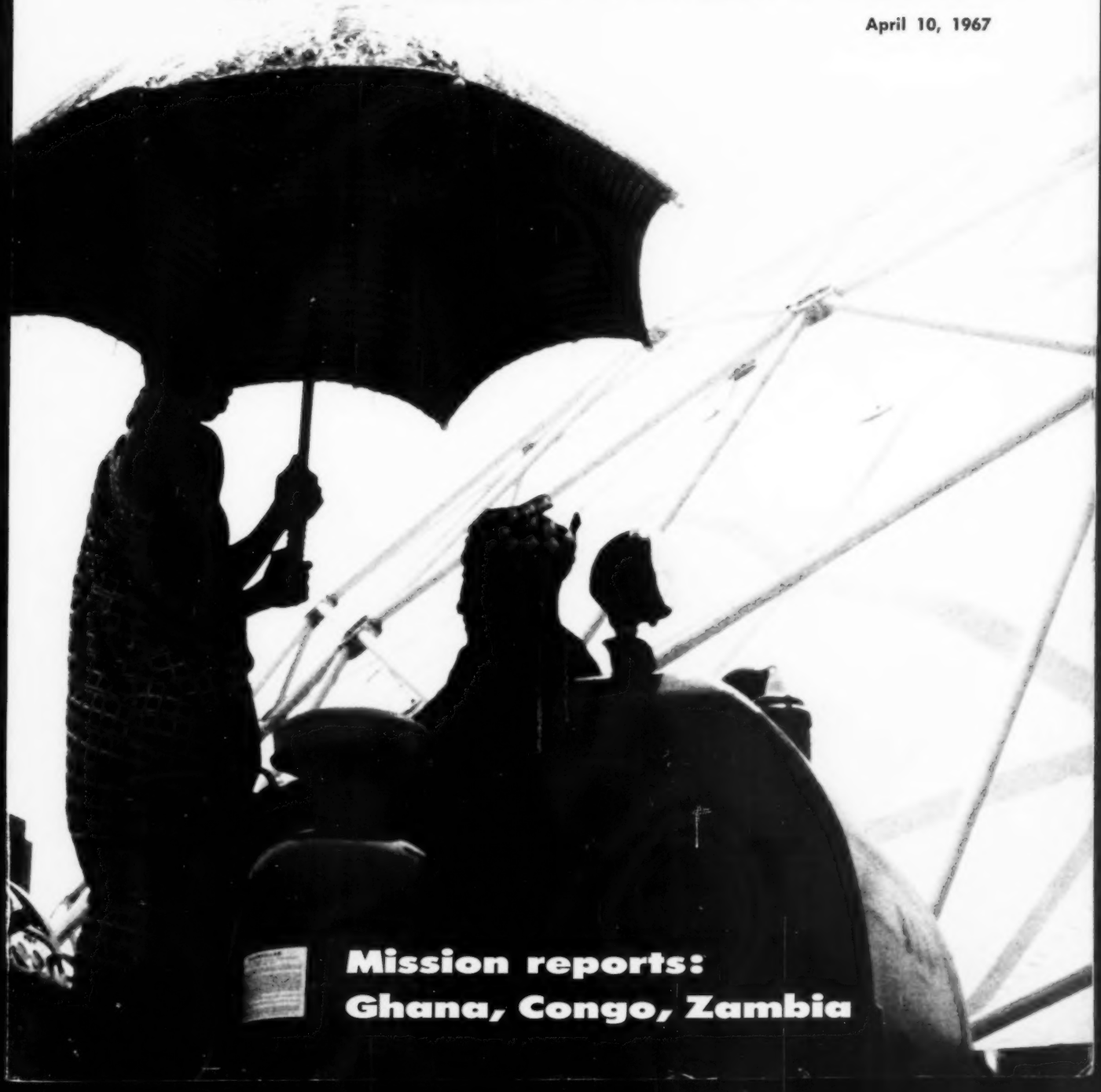
International Commerce

April 10, 1967



Mission reports: Ghana, Congo, Zambia

International Trade Winds

Company News

PAPER PROCESSING—Midland-Ross Corp., Cleveland, has concluded a ten-year manufacturing and sales licensee agreement with Rauma-Repola Oy. of Helsinki, Finland. The agreement includes all the products of the Ross Engineering Division of Midland-Ross, and will initially involve machines used for the processing, drying, and curing of paper products. Midland-Ross products are now licensed through 43 firms in 18 countries.

CHEMICALS—Two new foreign affiliates have been set up by Harshaw Chemical Co., Cleveland-based division of the Kewanee Oil Co., to sell and service Harshaw's complete line of electroplating processes. Harshaw Galvanotecnia, S.A., Madrid, will offer the company's nickel, copper, and chromium processes, as well as related equipment. The second affiliate is located in Sao Bernardo do Campo, Brazil, and will offer much the same services as the Spanish facility.

ENGINEERING—Wilsey & Ham, San Mateo, California-based engineering and planning firm, has established a subsidiary in Mexico City, to be called Wilsey y Ham de Mexico. The firm is already engaged in a study of operations at the Mexico City Airport for the Mexican Government.

BANKING—A $32 million order, said to be the largest computer order ever placed by private business, has been made by Barclays Bank, Ltd., London, for a Burroughs B8500 electronic information processing system. The order was placed through Burroughs Machines, Ltd., British subsidiary of Burroughs Corp. The installation is expected to be the largest on-line, real-time banking system in the world, and completion is scheduled for some time in 1970.

AIRCRAFT—KLM Royal Dutch Airlines has announced its intention to purchase three 400-passenger Boeing 747 jets. The order is valued at approximately $60 million, and KLM is expected to put the planes in service early in 1971.

Newsletter

"You produced the Who's Who of the dairy and food industries," said a trade visitor to U.S. Trade Center officials in Stockholm directing the Food Processing and Packaging Equipment show there. Attendance of 1,041 buyers included 42 from Finland, 31 from Denmark and 20 from Norway. A year's projection of sales by the 24 exhibitors: $1,508,000.

"A wide range of useful information for U.S. businessmen" was the verdict of the official newsletter "Saudi Arabia Today" on our Feb. 20 issue, which included information on the Kingdom in a 48-page section on Near East markets. Our articles described the Kingdom's development plans, investment conditions, government purchasing procedure, import and exchange control regulations, licensing requirements for consultants, and other trade matters and data.

WEMA means Western Electronic Mfgrs. Assn.; also, it stands for 30 of the 42 exhibitors at a recent electronics systems show in the U.S. Trade Center, Tokyo. So successful was the show that WEMA's international committee head Burton (Bud) Silver expects even more than 30 WEMA companies at a fall electronics show at the Frankfurt U.S. Trade Center. More than 150 executives went with WEMA to Japan to help at the show. "I must have talked to every tube engineer in Japan," said Spectra-Mat's president Leo J. Cronin.

The ASK CASL trade expansion program has had 18,000 inquiries from 3,000 firms since it began 18 months ago. So reports the sponsoring Committee of American Steamship Lines, 1155 15th St., N.W., Washington, D.C. 20005. The 13 member lines have organized a network of 1,300 marketing and trade promotion specialists stationed in more than 130 countries. One sample success: a Texas yacht builder working through Lykes Lines found a market for his fiberglass vessels in Devonshire, England, where the British have been building them of wood for hundreds of years.

A 1965 "E" Award winner for export promotion, the American Plywood Assn., reports this pattern of softwood plywood exports to Japan: 1964, 0.24 million square feet; 1965, 0.67 million; 1966, 2.9 million; 1967, a projection of 37.5 million!

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

The paramount chief of Shai Hills, Ghana, was inspecting an American tractor at the Ghana International Trade Fair in Accra as the U.S. Trade Mission to Ghana, the Congo and Zambia arrived at the fair. The Mission was in Ghana from Feb. 1 to 11, in Zambia from Feb. 12 to 24, and in the Congo from Feb. 25 to Mar. 3. Reports by the eight-man mission are on Pages 2 to 37.

April 10, 1967

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Special Report

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Pages 2-37

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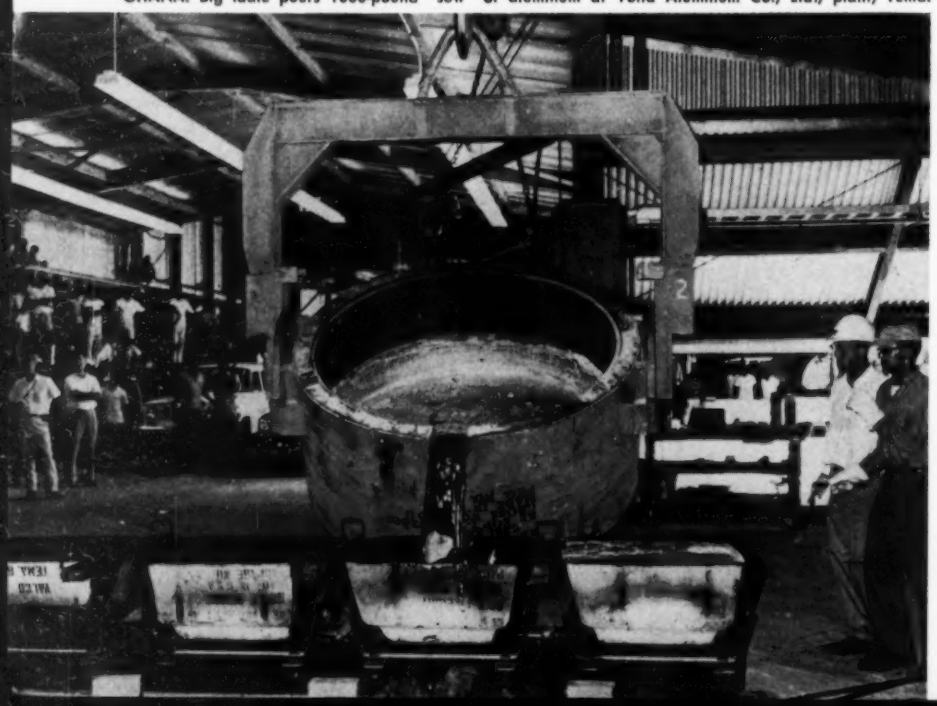
U.S. TRADE, INVESTMENT MISSION

Market outlook surveyed in Ghana, Congo, Zambia

Commerce Department group, back from Africa, reports on climate for U.S. business

U.S. TRADE MISSION: L. to r., Pence, Samton, Teitler, Blum, Spaulding, Baird; rear, Pounds, Carlebach.



GHANA: Big ladle pours 1000-pound "sow" of aluminum at Volta Aluminum Co., Ltd., plant, Tema.

In Ghana:

- Foreign exchange scarce
- Spare parts shortage critical
- U.S. sales chances improving

In Congo:

- Stability on its way
- Commercial skills needed
- U.S. investment invited

In Zambia:

- Foreign exchange available
- Transportation a problem
- Country needs equipment

"New resolve in Ghana," says one Mission member. ". . . possible long-term investment opportunities" in Congo, says another. "Urgent need for . . . machine shops" in Zambia, says a third.

These are capsule impressions of some of the members of a Commerce Department Trade and Investment Mission just returned from three recently independent middle African countries.

Trends toward improvement in Ghana's balance-of-payments position as a result of higher world prices for cocoa, increased export earnings from the gradual recovery of Congo's plantation economy, and a strong foreign exchange position in Zambia from copper earnings point toward a promising outlook in these countries.

The eight-man Mission visited Accra, Tafo, and Tema in Ghana; Kinshasa and Bakwanga in the Congo; and Lusaka, Livingstone, Ndola, and Kitwe in Zambia, Feb. 1-March 3, to appraise the markets there for U.S. products and investment.

In Ghana, the group operated from the U.S. Pavilion of the International

Trade Fair then in progress. They met with the Chairman of the National Liberation Council, J. A. Ankrah, and other Government officials. The Mission observed activities in cocoa growing, the VALCO aluminum smelter, diamond mines, manufacturing and retailing.

In the Congo, the Mission set up a Business Information Center at the Kinshasa Chamber of Commerce and Industry, where they talked with some 65 local businessmen. They were received at the Executive Mansion by President Mobutu, who reviewed economic trends and expressed his desire for more direct participation by U.S. firms.

The members called on Cabinet officials and leaders in banking and commercial circles. Industrial tours included diamond mines, textile plants, and shipyards.

In Zambia, the Mission members traveled to the copperbelt, to various commercial centers, and about a dozen plants. They consulted with several Government Ministers, and chambers of commerce. At the conclusion of their stay, they met with Dr. Kenneth Kaunda, President of the Republic.

The Mission returned to the United States with specific opportunities for business in all three countries.

The full membership of the Mission will report to U.S. businessmen in the New York area at a terminal conference to be held at the St. Regis Hotel on Apr. 11. Other conferences across the country will be attended by one or two members. Those already scheduled are: St. Louis, Apr. 18; Minneapolis, Apr. 19; Dallas, Apr. 20; Portland, Oreg., Apr. 25; Philadelphia, Apr. 26. U.S. businessmen may wish to check further with Commerce Department Field Offices.

The Mission was comprised of two members from the Commerce Department and six from private business:

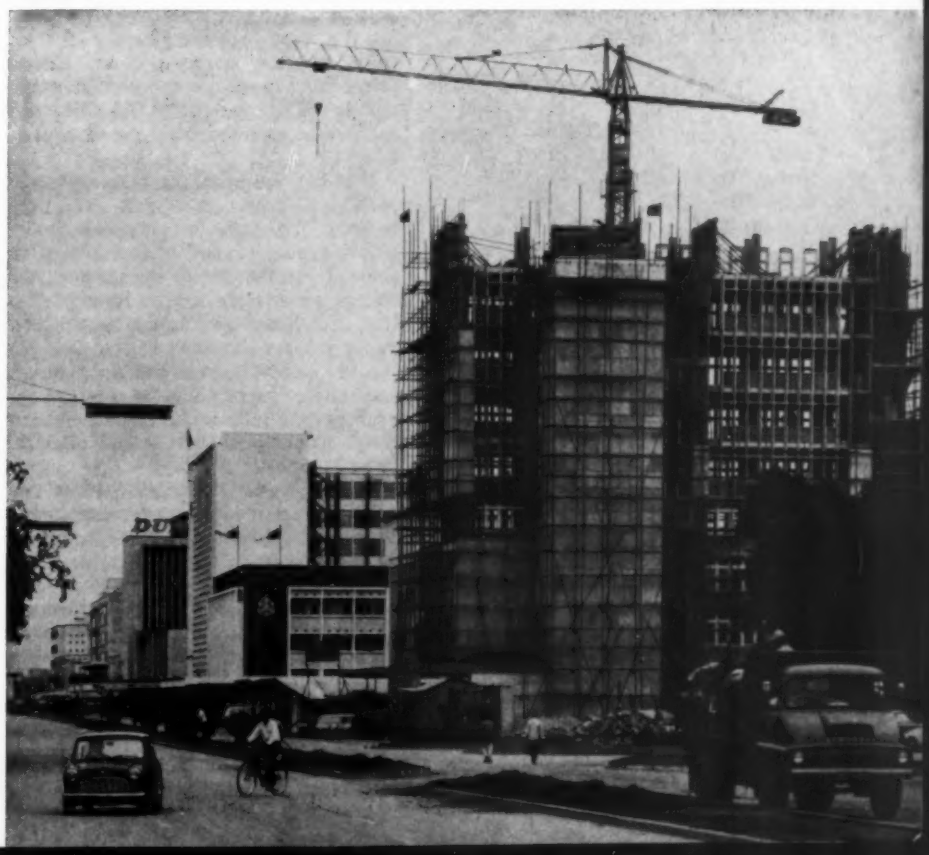
William D. Carlebach, Deputy Director, New York Field Office; William B. Pounds, Chief, North & West Africa Section, Bureau of International Commerce; Joseph M. Baird, Baird Chemical Industries, Inc., New York; Richard J. Blum, management consultant, New York; Harry B. Pence, retired; H. A. Samton, Miltenberg & Samton, Inc., New York; Asa T. Spaulding, North Carolina Mutual Life Insurance Co., Durham, N.C.; and Otto Teitler, Machine Tools International Inc., New York.

Reports by the Mission members are presented by country on the following pages.

Most of the specific opportunities brought back by the Mission are reported in the World Trade and Investment Opportunities sections of this issue.

CONGO: Familiar name tops this modern office building in Kinshasa, capital city of more than a million.

ZAMBIA: Cairo Road is main business and commercial area in Lusaka, where skyline is always changing.



OPPORTUNITIES FOR ALLIED INDUSTRIES will develop, as Volta Aluminum Co. smelter comes into full production. Above, first potline almost completed.

MISSION REPORT: THE MARKET

Ghana looks to future

Determined to prove that country's resources provide sound base for economic growth

By WILLIAM D. CARLEBACH
Mission Director

"Think of Tomorrow" is the name that appears on the front of one of the mammy trucks, the municipal buses that cruise the streets of Accra and the highways of Ghana. More importantly, the slogan appears synonymous with the aspirations of courageous young Ghana.

There is new resolve in Ghana, a determination to prove that Ghana's many resources provide a sound base for economic growth. Of these resources, none exceed in importance the Ghanaians themselves, a warm, friendly, extroverted people who take pleasure in being good friends and good neighbors.

The U.S. Trade Mission's visit to Ghana coincided with an International Trade Fair, and a measure of the interest of Ghanaians in the United States can be found in the attendance figures at the U.S. pavilion which exceeded 6,000 per hour.

Competition aggressive

This is not to say that America is without competition. During the years preceeding the coup of Feb. 24, 1966, many Iron Curtain countries supplied large quantities of products, particularly agricultural implements and factory equipment, largely in exchange for cocoa. With the advent of the National Liberation Council, the picture has changed and it is obvious that today Ghana would prefer to buy from the West, although Czechoslovakia, Poland and Hungary are represented at the fair. Aggressive competition comes from the Germans, the British, and, in fact, from most European countries. It would be a mistake to underestimate its caliber.

A present shortage of funds and a softness of currency creates some problems for U.S. firms, but the 180 day letter of credit presently required is an obstacle that other countries are overcoming and that can be surmounted by U.S. firms who share our confidence in the future of Ghana.

It is not our intention to dwell on the political aspects of Ghana except to reassure the U.S. business community that the policy of the National Liberation Council has immensely strengthened the democratic process in this country. The fear of military government has no basis in the present situation, indeed the policies of General Ankrah and the National Liberation Council come far closer to our concept of democracy than did the dictatorial government that ruled prior to Feb. 24, 1966.

For the future it seems obvious that when the Valco Aluminum smelter comes on full stream shortly, many opportunities for allied industries, rolling mills, extension and stamping plants for aluminum products will develop. Likewise diversification in the agricultural segment of the economy should lead to opportunities for food processing plants and for related industries including a plant to manufacture containers for the canning process.

Detailed elsewhere in the report are numerous investment opportunities in connection with the disposal of facilities now state owned.

Where are U.S. consumer goods

In consumer goods, there should be a considerable market in the coming years as the standard of living improves. U.S. consumer goods are conspicuous by their absence, yet most Mission members feel that such goods can top the quality of those now on the market, and at prices lower than those that prevail in Ghana today.

So far as machinery is concerned, there is a critical shortage of spare parts, resulting in part from the excessive purchases during the Nkrumah regime, combined with a present shortage of capital. Some respite is gained by cannibalism of presently idle equipment, but the need for spare parts will continue and probably increase.

Outboard motors are much in demand and do not require an import license. This is a market that should be particularly attractive to U.S. industry.

"Think of Tomorrow" if you will, but the go-getting U.S. businessman would be well advised to visit this vibrant nation soon. Investment opportunities will not wait forever, and competition is there and active. Go on over, it's well worth the visit.

Members talk with 200 local businessmen at trade fair in Accra, bring back leads

Mission operates from U.S. pavilion; also visits southeast section of country, center of commercial and industrial activities

By WILLIAM B. POUNDS, JR.
Mission Trade Development Officer

The U.S. Trade and Investment Mission developed about 100 specific opportunities for U.S. businessmen during its visit to Ghana, Feb. 1–11. Members talked with more than 200 Ghanaians; and a number of the 245 proposals carried by the Mission were presented to many of these local businessmen.

Generally, business opportunities developed by the Mission involved expressions of interest in the purchase of U.S. goods needed by Ghana, especially consumer goods such as textiles, housewares, appliances and food products; building supplies, hardware, and tools; and light industrial and agricultural equipment.

Other opportunities reported by the Mission concerned investments. A total of 29 joint venture proposals were recorded.

Fair participation

The Mission began its work on Feb. 1, the date of the opening in Accra of the Ghana International Trade Fair in which the United States was a principal participant. The Mission constituted a major part of the U.S. participation, which in addition featured the exhibits of 16 local agents of U.S. manufacturers and the sample displays of 32 U.S. firms offering agency arrangements in Ghana. More than 30 other U.S. companies presented material or equipment for sale through a USIS display section and a mobile exhibit section.

The Mission operated from the Business Information Center of the U.S. Pavilion and was able to take effective advantage of the presence in Accra of numbers of businessmen visiting the fair and expressing an interest in U.S. business relations.

During the first few days of the Mission a general press conference was held to explain the purpose and program of the Mission and to help pave the way for extensive contacts in the Ghanaian business community. The Director outlined the objectives of the Mission before the Accra Rotary Club, and with two mission members, appeared on TV.

The Mission members made wide-range visits to inspect Ghanaian industrial and agricultural operations, to survey sales facilities, and to confer with businessmen about commercial prospects in Ghana.

These activities included a visit to the Ghanaian Cocoa Research Institute at Tafo, a tour of the American-owned VALCO aluminum smelter, and an inspection of the new port at Tema, which offers modern facilities for efficient handling of Ghana's foreign trade and sites for a number of industrial enterprises, either now operating, under construction, or planned.

Individual Mission members, experts in industrial and agricultural equipment, consumer goods, food and food packaging, and investment, paid separate visits to the areas of their special interests. In this connection Ghanaian diamond mining and cocoa growing operations were visited and conferences were held with officials of firms in banking, manufacturing, and wholesale and retail sales.

Members were able to obtain first-hand impressions of the Ghanaian economy over a considerable area in the southeast of Ghana, where most commercial and industrial activities are centered. Sections of the interior were covered in visits to mining and agricultural areas.

Official visits included calls on E. N. Omaboe, Chairman of the Economic Committee of the National Liberation Council, and Sylvan Amagashie, Director of the Ghana Capital Investment Board. At the end of the Mission's visit to Ghana the Mission Director called on Lieutenant-General J. A. Ankrah, Chairman of the National Liberation Council of Ghana, to discuss some of the findings of the Mission and to exchange views on further strengthening U.S.-Ghanaian commercial and economic relations.

INTEREST IN PURCHASING textiles, housewares, appliances, food was expressed to Mission members by Ghanaians. At right, market in Kumasi.

MISSION REPORT: INVESTMENT

Ghana Government invites private participation by overseas investors in many state-owned ventures

Lists particularly those requiring capital, know-how, management; offers special safeguards, tax exemptions

By JOSEPH BAIRD
Baird Chemical Industries, Inc.
New York, N.Y.

In its efforts to improve the quality of its state-owned enterprises, promote private investment and further its industrialization program, Ghana is selling a number of state-owned enterprises to private Ghanaian and overseas investors and seeking private participation in others. The Government is hopeful that Ghanaian businessmen will buy the smaller companies which require modest capital and limited know-how.

The Government is inviting private participation in a number of the larger state-owned ventures—particularly those requiring capital, know-how, and management. These are the film industry, boatyards corporation, rubber tire factory, pharmaceutical plant, sugar refinery, furniture factory, footwear plant, meat products corporation, paint plant, and publishing venture. Others will undoubtedly be added, as the assessment of all of the state-owned businesses is completed.

Many U.S. and European companies and investment institutions are showing interest in some of the state-owned companies—an indication that businessmen are aware of the long-term opportunities in this potentially rich, well-situated, promising African country.

The Ghana Government's expressed desire to return to a slightly modified free-enterprise system, its serious effort to balance its trade, bolster its economy, honor its debts, a brighter outlook for cocoa, and an invitation to outside private investors to invest in the private sector under a fair and reasonable investment code, has impressed businessmen seeking investments and an early foothold in developing Africa south of the Sahara.

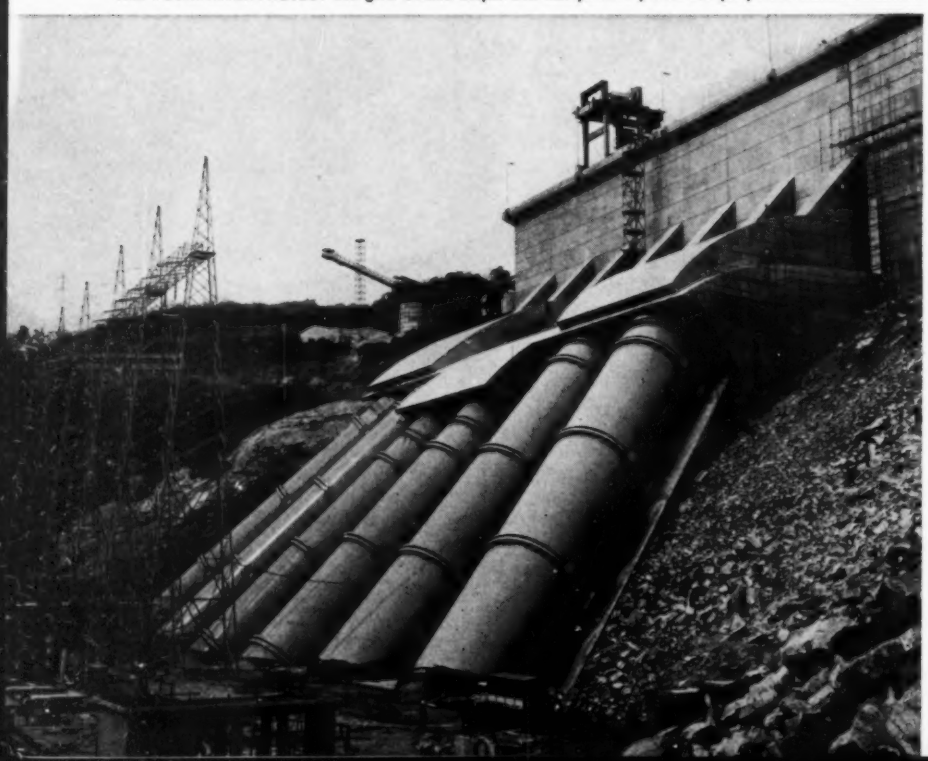
Approved capital investments, in industrial and agricultural projects, under the Capital Investments Act of 1963, are covered by special safeguards for private investors. The act provides that there are to be no restrictions on the remittance of capital, including appreciation, to the country of origin, in the event of a sale of an approved project, transfer of profits, and transfer of payments in respect of principal, interest and other financial charges.

Since 1961, however, it has not been possible for the Bank of Ghana to allow all remittances permitted under the act. The steps to balance foreign payments and stretch out the payment of its debts may improve this situation within a reasonable time. In the meantime, the National Liberation Council is urging foreign investors in Ghana to reinvest their earnings to spur the economy and reduce pressure on the balance of payments.

The investment act also provides for accelerated depreciation and grants exemptions, in some cases for a specific period of time, from income tax, import and export duties, and property taxes.

The tax rate on companies engaged in manufacturing, mining and timber exporting is 45% of the chargeable income. Other taxes, however, must be taken into consideration before making an investment. Residents in Ghana pay a graduated tax. On personal income exceeding $19,000 a year the tax rate is 70%. Provision is made for relief from double taxation.

THE VOLTA RIVER PROJECT will give Ghana ample and inexpensive power for projected industrialization.



Rough road ahead

The terms of the agreement reached in London during December may ease Ghana's balance of payments position and help toward rehabilitation of the economy. But the road ahead is long and difficult. It requires a combination of political stability; a severe austerity program (in 1966 imports totaled $326 million, exports $272 million); a world price for cocoa in the mid-twenties secured by a commodity agreement; aid and soft loans and large scale technical assistance from the have nations; investment in the private sector, particularly in commodities for import substitution, by inside and outside investors; reasonable payment terms on needed imports on the part of overseas commercial suppliers; completion and utilization of its

industrial plant; expansion of exports of gold, diamonds, and timber; and patience on the part of its creditors.

Labor, mostly unskilled but readily trained, is plentiful, particularly in urban areas. Since the Ghanaian people are intelligent, industrious, ambitious, and enjoy relatively good health, they constitute a desirable labor force. Unskilled labor is paid a minimum of $0.90 a day; the average is about $25 a month. One of the recent large investors with more than a thousand employees does not supply housing. There have only been minor strikes during the last year. The Government has called on workers and labor leaders to "resolve their grievances because a long period of industrial peace is needed to restore the economy."

Fish catch to expand

Extensive fishing operations are carried on along the West African coast and the Volta River. The catch is expected to grow rapidly with conversion to motor vessels, enlargement of cold storage facilities, accommodations in Tema harbor for larger fishing vessels, completion of a fish meal plant, training of Ghanaians in fishing, navigation, and radio operation, and reactivation of the Soviet built trawlers now lying idle. The U.S. Food and Drug Administration's recent approval of fish protein concentrate for human consumption will undoubtedly be a spur to the industry.

A U.S. company willing to invest its capital and know-how in the production of fish flour would be welcomed by the Government. Markets for fish flour, the low-cost, protein-rich food supplement, could be developed throughout the African continent.

Power available

With completion of the Volta Dam project Ghana has ample and inexpensive power to take care of its domestic requirements and projected industrialization, the VALCO smelter (a Kaiser-Reynolds joint-venture), and export. In addition, it could supply sufficient electricity for the doubling of capacity of the present smelter or for another smelter. With enlarged smelter capacity, further utilization of Ghana's bauxite deposits—requiring the building of a caustic-chlorine plant—probably would be profitable, as well as offering an important assist to West African regional development.

Such a complex of projects, which may be of interest to a consortium of U.S. investors, with U.S. Government assistance, would help Ghana through its difficult period and provide other benefits—such as caustic soda for export to other West African countries for use in soap, alumina, textile processing, and petroleum refining. There may be room in West Africa for a chlorine consuming industry—perhaps benzene hexachloride—in Ghana.

For import substitution

In addition to the Government's desire to expand its agricultural, fish, and timber production and mining, it is also interested in basic industries and light manufacturing plants designed particularly for import substitution. At present, about one-fifth of the country's import is for food, and a like amount for textiles. There is a possibility for expansion of exports of gold, diamonds, and timber contingent on increased production, but the demand for imports will continue to far exceed exports for years to come. Therefore, import substitution, which could mean profitable projects for U.S. investors, could eventually provide the means for balanced payments.

In addition to foodstuffs, textiles and textile manufactures, the Government is encouraging establishment of plants for manufacture of aluminum products, ani-

Market Profile—Ghana

Government: Independent since 1957. Temporarily ruled by military junta; plans are to return country to civilian rule once stability has been completely attained.

Area: 92,000 square miles—about the size of Oregon.

Climate: Tropical varying from warm and fairly dry in coastal belt to warm and humid in forest belt and hot and dry in northern savannah area.

Population (1965 est.): 7,735,000. Labor totals about 2.7 million; 1.5 million are in farming, forestry, hunting and fishing. Wage earners total 365,000 of whom 60% are in government service.

Principal cities: Accra, capital and major city, 388,400.

Income (1965): Gross national product, $1695 million (in 1962 prices); per capita GNP, $219.

Currency: Cedi (US$1.40). Money supply index (June 1965), 165 (1961=100).

Agriculture: Most of farming on subsistence level although there is important commercial production of cocoa. Chief products: Cocoa (400,000 tons, 40% of world supply), corn, sorghum, millet, plantains, coconuts, kola nuts, citrus fruits, palm products, coffee, yams.

Mining: Gold, diamonds, manganese and bauxite. Important world producer of industrial diamonds; large reserves of high quality bauxite.

Fisheries: Extensive fishing operations are carried on along coast and Volta River system. Industry is expected to grow rapidly with conversion to motor vessels.

Forestry: 53,000 square miles of forests; timber a major export of increasing importance. Main types of timber: Mahogany, Sapele, Wawa, and Baku.

Industry: Manufacturing of relatively small significance, concentrating on wood products, construction, tobacco, chemicals, soap and food/beverage items. Recently established industries include oil refinery, cement, canned meat, cocoa processing plant.

Transportation: About 792 miles of railroads, all in south; 20,629 miles of roads; merchant fleet of 17 ships totaling 107,000 tons. Major ports: Takoradi and Tema. Airports: International field at Accra; smaller fields at Takoradi, Kumasi and Tamale.

Exports: $318.5 million in 1965. Major markets: U.K., 20.7%; U.S., 15.6%; Netherlands, 10%. Chief exports: primarily raw materials—cocoa, gold, diamonds, timber, manganese.

Imports: $449.3 million. Major suppliers: U.K., 25.7%; West Germany, 9%; U.S., 8%. Chief imports: machinery and transport equipment, manufactured goods, cereals and other foods, chemicals.

Conditions of trade: Non-preferential tariff, but strict licensing procedures on imports. Most exports are handled by government trading corporations.

NETS ARE NEEDED, along with outboard motorboats, above, for fishing industry in Ghana. See specific opportunity to invest in manufacture of nylon fishnets, reported by Mission on page 60.

mal feed and feed supplements, cotton blankets, brooms and brushes, builders' hardware, buttons, industrial ceramics, inks, various construction materials, hurricane lamps, leather products, cement and asbestos products, tin cans, cotton yarn, electric lamps, flashlights and dry cell batteries, machetes, pens and pencils, plywood, plastic floor tiles, refrigerated transport, wire products, zippers, and other goods.

In food, agriculture

The government is seeking establishment of a hatchery, poultry farms, poultry processing plants, banana dehydration plant, cattle ranches, candy factory, fish cannery, margarine plant, dairy farms, rice and vegetable farms, grain storage and cultivation. This list is by no means all inclusive; there are opportunities in many other areas considered essential by Government.

In agriculture, profitable opportunities appear to exist for U.S. companies in rubber and timber and fiber production and palm oil. The World Bank is studying the feasibility of large scale palm oil and rubber industries. The Government recently imported about $140,000 of hybrid palm oil seedlings for distribution to farmers.

The National Investment Bank, the Ghanaian Government, and the U.S. Agency for International Development can be counted on to assist U.S. businessmen interested in investment in Ghana. AID has the authority to make dollar loans to private investors as well as to pay up to 50% of approved costs of investment surveys. If the prospective investor makes the investment, he bears the entire cost.

AID, to encourage U.S. capital to contribute to economic development in the developing countries, will enter into a contract to guaranty an investor against some of the risks of nonconvertibility, expropriation and war, revolution or insurrection and, in certain cases, a portion of the business risks relating to planned new investment. Investments in the state-owned companies would be eligible for such AID guarantees.

AID also has authority to guaranty coverage of investments in housing projects. Local currency may soon be available for loans to qualified borrowers to develop business and expand trade.

Regional development

Emphasis on West African regional development by the African Development Bank, the United Nations, the United States and some of the European countries may hasten development of a customs union or a common market. A preparatory conference was held last year and consideration of coordinated development in various fields is now in process. The necessity for regional economic cooperation is well recognized in Ghana, as well as in neighboring states. It is possible, therefore, that within the next decade a plant in Ghana may be able to export without concern for tariff barriers to some of the West African countries.

Opportunities will not wait

At this time in Ghana's history it can be considered a new nation, going steadfastly about its business, with many known and some unforeseeable problems ahead. But events seem to be running in its favor; apparently, its financial problems are being faced and eventually will be overcome.

There are many opportunities which will not wait for the timid. With European and Japanese companies—and some U.S. investors as well—investigating the economic climate and investment opportunities, U.S. businessmen who have not as yet considered this fast growing market may be wise to make their own inquiries and short- and long-term decisions. To delay may be to miss the boat.

Guaranties expanded for investments in Ghana

Expanded government insurance is now available for U.S. private investors in Ghana.

A new agreement between the United States and Ghana will enable U.S. investors to obtain protection against losses due to war, revolution and insurrection and extended risk guaranties against commercial loss, the Agency for International Development has announced. Previously, coverage was available only against losses resulting from inconvertibility of local currency or expropriation.

Ghana was the first African country to participate in the Investment Guaranty program. Now, 32 African nations, among 78 developing countries in all, are taking part.

Prospective investors interested in obtaining guaranty coverage on ventures in Asia, Africa and Latin America may direct inquiries to the Investment Guaranties Division, AID, Washington, D.C. 20523.

Ghanaian Council encourages U.S. private investment

Government preparing long-term development plan; pledges effort to correct financial problems

By ASA T. SPAULDING
North Carolina Mutual Life Insurance Co.
Durham, N.C.

The capital investment situation in Ghana, an emerging independent nation, is understandably complicated. Some important opportunities are available, however, to enterprising U.S. businessmen.

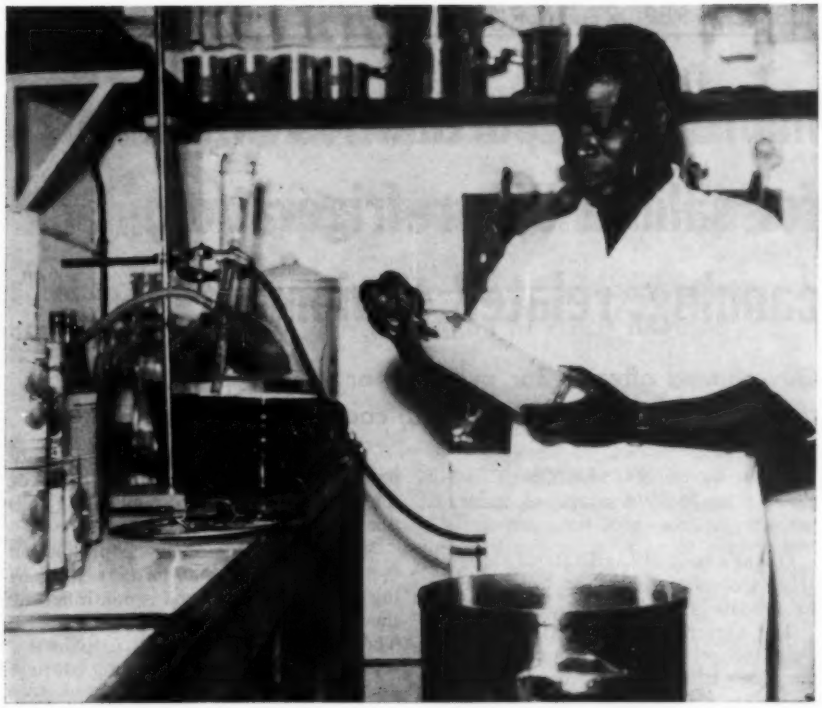
Complicating a difficult situation, Ghana's ruling body, the National Liberation Council, inherited fiscal chaos from the Nkrumah regime—chaos created by reckless spending on prestige and nonproductive projects resulting in large deficits which led to a depletion of reserves. Public debt which amounted to under 50 million cedis in 1957 had risen to 1,000 million cedis at the time of the Feb. 24, 1966, overthrow of government.

All-out effort

The National Liberation Council has pledged an all-out effort to correct the serious financial problems inherited from the prior government, and this Trade Mission has confidence that their resolve will prevail.

In collaboration with the International Monetary Fund and the International Bank for Reconstruction and Development, the Government has adopted a meaningful stabilization program, has taken steps to renegotiate Ghana's debt, and is preparing a long-term development plan to utilize to the fullest the country's available resources.

Lieutenant General Ankrah, Chairman of the National Liberation Council, has urged that agricultural investment now be concentrated on feeder roads, irrigation works, properly planned storage facilities and the like. This is a sharp departure from the earlier administration's haste in buying a tremendous number of tractors, presently utilized to only a fraction of their capacity.



CANNERIES are among some state-owned corporations in Ghana that are being offered for sale to private interests. Above, a technologist trained in an American university tests methods of food preservation.

With overall expenditures down about 20%, and with a steadily rising price of cocoa, there is a real ray of hope that the Government has turned the corner in its struggle to give a firm economic base for the future commercial growth of Ghana.

According to E. N. Omaboe, Chairman of the Economic Committee of the National Liberation Council, "The new government, unlike the old regime, attaches considerable importance to the development of private enterprises to enable this sector to make a worthwhile contribution to the national economy. It is the policy of the National Liberation Council to encourage considerable U.S. private capital investment in Ghana, especially in the fields of manufacturing industries, technical services, commerce, agriculture and mining . . . We are very much hopeful that private U.S. investors will take up the challenge which investment opportunities in Ghana offer . . . and help us develop our production capacities to the mutual advantage of both Ghana and the United States."

In keeping with a policy of increased private participation in the industries of Ghana, the National Liberation Council has announced that the following state-operated corporations will be sold to private interests: baking, canning, laundering, marble works, timber, tire servicing and vegetable oil milling works. Not all of these corporations will be available to U.S. firms, as the Council is eager to encourage Ghanaian ownership of some industries; But it is the opinion of the Mission that joint-venture possibilities exist within this list.

Participation invited

In addition, the private sector is invited to participate jointly with the state in ownership and management of boat yards, rubber tire factory, fiber industry, footwear factory, furniture works, meat production, hotels, paints, pharmaceuticals and publishing facilities.

These steps to move greater private interests into the industrial sector are intended to improve efficiency and restore confidence in the economy of Ghana.

And finally, a comprehensive brochure on investment opportunities in Ghana should be off the presses soon, according to Ghanian officials. **Write:** Charles Terrel, Chief Consultant of the National Investment Bank, P.O. Box 3726, Accra, Ghana.

To the venturesome, there are interesting opportunities in Ghana. If you are an enterprising entrepreneur or investor, Ghana wants you to be her "Partner in Progress."

MISSION REPORT: AGRICULTURE, FOOD PROCESSING

Improved opportunities in Ghana for sale of U.S. refrigeration, canning, related equipment

Government offering for purchase or private participation some of plants it has established; cocoa prices favorable

By HENRY SAMTON
Miltenberg & Samton, Inc.
New York, N.Y.

Ghana's basically agricultural economy at present offers improved opportunities for the sale of food processing equipment.

The Government is offering for purchase or private participation some of the plants it has established, and the favorable world price of cocoa should strengthen the country's balance-of-payments position.

The Ghanaian economy is linked closely to the production and trade of cocoa. Cocoa beans are the main crop.

Cocoa beans account for about 60% of the value of Ghanaian exports and this production amounts to almost 40% of the total annual world output of 1.1 million tons.

Virtually all the Ghanaian production is in the hands of small farmers. Marketing is well organized and is controlled by the Government Cocoa Marketing Board. The Board is also involved in plant research and pest control, packing, storing, and shipping.

In the past few years extensive new storage sheds have been built at the harbor at Tema, just east of Accra. In this installation modern conveyor systems efficiently move uniformly sacked beans into the holds of waiting ships, keeping loading time to a minimum. Much of Ghana's cocoa crop still moves through the large port of Takoradi, in the western part of the country.

SQUEEZING PINEAPPLE JUICE is a food process for which equipment is needed in Ghana.

World cocoa prices up

Cocoa export prices are set daily by the Board, which is in constant touch with the cocoa exchanges in London and New York. "Ghana good fermented" is a by-word of the international cocoa trade. Annual cocoa export earnings of about $180 million are the mainstay of Ghana's foreign exchange earnings. The United States takes about one-third of the country's cocoa exports.

World cocoa consumption is maintaining a slight up-grade and has been notably supported in recent years by Bloc countries, which constitute an important cocoa market for Ghana. Ghanaian export revenues depend on world market prices, which have fluctuated widely. Present prices are about 27¢ a pound, up sharply from a year ago. The Marketing Board is confident that the future overall trend of prices will be slightly upward.

Ghana has three cocoa grinding plants which produce cocoa butter and cocoa cake. This production is mainly for export, although there is some domestic consumption for chocolate manufacture.

Other cash crops grown in Ghana for export are coffee and kola nuts. These crops are much less important than cocoa, however.

Ghana's fertile south and middle belts possess a climate suitable for a variety of tropical products. Small holders account for almost all food production, which is marketed locally or consumed on a subsistence basis.

Considerable volume

In the coastal and middle regions pineapple and citrus, tomatoes, peanuts, corn, and many vegetables, such as eggplant and okra, are grown. Since gross production is of considerable volume, attempts have been made to process some of the crops through packing, shipping, and storage for off-season consumption.

In the North some cattle are raised. Cattle are also imported from Mali and Upper Volta.

To avoid food import costs, a major item in Ghana's trade account, and also to reduce domestic prices and create industrial employment, the Government in the past few years has established a number of food processing plants. Often, these have been turn-key projects in which all machinery has been furnished by a single supplier, frequently Bloc sources such as Yugoslavia, Czechoslovakia, and Poland.

Some of these plants are now tendered for sale or management participation by the new Government. Such installations include the state cannery, bakery, sugar, and meat products corporations. Opportunities are presented for U.S. business either through investment or management contracts and possibly through the utilization of Cooley (under PL-480) funds. Technical know-how is vitally needed, not only for manufacturing but also for supply organization and transport. A can manufacturing plant is a possibility for new investment. There is a domestic market for canned goods and Ghanaian pineapple is of export quality.

Opportunities improving

In the past, Ghana has not represented a real market for U.S. food processing equipment, principally because of Ghanaian reliance on Bloc sources. Present opportunities for U.S. suppliers are much improved, however, partly to replace old equipment but also to complement existing lines. This should be particularly true as state enterprises may be returned to a greater extent to private sector participation.

Ghanaian chicken and egg production

have been hampered by an inadequate supply of day-old chicks and poultry feed. Lebanese interests are now establishing a hatchery and poultry-feed mixing operation, which present possibilities for U.S. equipment, vitamins, and ingredients.

Ocean fishing is important in Ghana as in a number of other West African countries. This deep-water fishing involves 3- to 4-day trips requiring boats equipped with freezing installations. Part of the Ghanaian tuna catch is canned locally and exported. Other troll fish are frozen and sold in Ghana or neighboring countries. A Government fisheries company competes with several privately owned firms. Attractive sales possibilities exist for U.S. processing equipment, storage rooms, and refrigerated trucks.

The U.S. AID program in Ghana is active in agricultural extension work, operating in 29 stations. Many areas of Ghanaian food production require attention and should benefit from technical assistance. Ghanaian milk production, for example, is as yet small and is a field for U.S. know-how.

Although U.S. bulk goods are supplied to Ghana under PL 480, American packaged food and staples are not marketed in Ghana in any significant quantity. While food import licenses are presently difficult to obtain the establishment of agency representations now would help with the participation of U.S. brands in the future import picture.

Present brand products in Ghana are mostly British, European, and Bloc, the latter largely by virtue of bilateral trade agreements. Ghanaian import duties on food are high, averaging around 50% ad valorum. There is no Commonwealth preference, however, and the duties are non-discriminatory.

At present, exports are feasible if the supplier accepts 180-day payment terms. The Bank of Ghana now allocates foreign exchange through local banks only following a period of 180 days, after presentation of drafts because of continuing exchange stringencies. Local banks report, however, that exchange allocation commitments under these terms have been faithfully observed.

Considering the strength of cocoa earnings, and the concerted effort satisfactorily to renegotiate Ghana's medium-term debt, it seems likely that import payment terms can be improved in the future. Traditional suppliers in the Ghanaian market, such as the U.K. and Canada, are accepting current terms and additional U.S. suppliers also may wish seriously to consider them, particularly as exports are eligible for Foreign Credit Insurance Association insurance.

MISSION REPORT: FARM EQUIPMENT

Promising market for agricultural machinery seen developing in Ghana

Solutions sought to problem of need for operable tractors, harvesters, spare parts; diversification of crops planned

By HARRY PENCE
Former executive, John Deere Co., Moline, Ill.

As a result of the agricultural program of the new Ghana Government, a promising market for U.S. farm equipment will be developed for future years—particularly as diversification from a one crop economy takes place.

The Ghana Government and agencies from Western countries, such as AID of the United States, are now trying to find some workable solution to solve Ghana's immediate need for tractors, various items of tillage, and harvesting machinery and spare parts.

Farm machinery companies which now have established agents or distributors in Ghana will be given first consideration in 1967 for purchase of tractors and farm machinery to be financed by AID.

Tropical climate

Crops and farming methods in Ghana are determined to a large extent by its tropical climate. There are two main seasons: wet, May-September and dry, October-February. Rainfall averages about 80 inches during the wet season. Humidity is high, ranging from 75% in the southwest to 90 and 100% on the coast.

Types of soil, largely determined by climate and vegetation, vary widely throughout the country: Rocky in the high forest area; heavy black clay with a high proportion of lime in the coastal Savannahs; rich, sandy, well drained in the Volta area.

Mostly small farms

An estimated 98% of the farms—worked almost exclusively by Ghanaians—are six acres or less. The remaining 2%, larger farms, are mostly operated by the Government or by Government sponsored cooperatives.

Cocoa is by far the largest of all crops, accounting for some 63% of Ghana's exports. It is grown on small farms and sold exclusively through the Government's Cocoa Marketing Board. Timber, in the form of lumber and logs, is Ghana's second largest export item, accounting for some 14% of all exports. Coffee, peanuts, rice, tomatoes and bananas are next in order of importance. The growing of tobacco is being encouraged and production has climbed from 100,000 pounds in 1956 to 2.5 million pounds in 1960 and currently to a somewhat larger figure.

Cotton production limited

Cotton growing is being developed but presently is limited to a total of 5,000 acres grown on Government farms.

The cattle population (500,000 animals) is limited to Northern regions because of the existence of sleeping sickness in the South.

The present tractor population (including both agricultural and industrial) is 5,000 to 6,000 units made up of about 1,400 crawler tractors and the remainder, wheel tractors. The most popular sizes are 50 to 60 horsepower.

Spare parts needed

Lack of foreign exchange makes importation of spare parts difficult. Reportedly, 1,300 tractors, or 25% of the total, are now inoperative because of inability to obtain needed spare parts. Many others are inoperative for lack of money to buy fuel. It is said that large numbers of tractors imported during 1964-66 for the Volta River project were not put in use and are now sitting around the country stripped of rubber tires, generators, fan belts and other spare parts.

There are some 3,000 Zetor tractors in the country and the spare part problem for them is so severe that consideration is being given to junking all that that are inoperative and replacing them with new tractors from the Western world.

MISSION REPORT: METALWORKING INDUSTRIES

Modern tooling, spare parts, special skills in short supply in Ghana's few machine shops

As a result, even existing capacity is not fully utilized; customers are historically oriented toward British sources

By OTTO C. TEITLER

Machine Tools International, Inc.
New York, N.Y.

Ghana's new regime has embarked upon a sober reappraisal of the past ten years' efforts and policies to bring about the rapid industrialization of this country whose economy was and still is based chiefly on the export of raw materials.

Since its independence in 1957, hundreds of millions of dollars have been invested in the promotion of a variety of industrial enterprises—chiefly under governmental auspices. The current severe economic crisis and acutely unfavorable balance of international payments have painfully brought home the fact that this appreciable investment of scarce capital, managerial, and technical resources has not resulted in the commensurate and effective contribution to the growth of Ghana's gross national product.

The new leadership, in power for less than a year, now appears keenly aware that the country cannot be catapulted into an industrial society by fiat; that a period of consolidation is required in order to take full advantage of existing industrial capacity; that the establishment of a state enterprise should be confined strictly to the infrastructure of those essential sectors of industry where private enterprise is as yet unable to take the initiative due to scarcity of capital or technical experience; that it is desirable to give every possible incentive and guidance to indigenous Ghanaians to become private entrepreneurs;

MISSION DIRECTOR CARLEBACH and U.S. Ambassador Williams (from left) greet Gen. Ankrah, Chairman, and members of National Liberation Council at U.S. Pavilion, Ghana International Trade Fair.

That it is vital to seek the partnership of experienced private foreign investors who could provide essential foreign currency capital for acquisition of machinery and the indispensable technical know-how to insure the efficient and profitable operation of industry; and that in this present era of keen international competition among the industrially developing countries for U.S. capital and U.S. know-how, a climate must be created to induce American businessmen to invest in Ghana.

Senior Ghanaian Government officials and businessmen expressed a keen interest in U.S. investment. An example of American efficiency is the Volta River project, designed and engineered by Kaiser Industries, and the VALCO aluminum smelter—a joint investment of Kaiser and Reynolds—of about U.S. $178 million. VALCO, completed ahead of schedule, brought the most modern technology in the industry to Ghana and created the basis for a secondary metalworking industry, such as future rolling of aluminum sheets and manufacture of aluminum doors, windows, and furniture.

What are the opportunities and problems facing the U.S. machine tooling and allied metalworking industries in an effort to enter what, for many of us, is a new potential market in Ghana and for that matter in West Africa?

Just beginning

To begin with, metalworking industries in Ghana are in their infancy. Currently, there are few machine shops in the country. Most of the ones that do exist are in the public sector, such as at the Public Works Department, at the railways in Takoradi, and at the Tema shipyards (a recently established shop). Others are attached as maintenance shops to such facilities as the Ashanti gold mines, the Consolidated African Selection Trust, Ltd., diamond mines, to sawmills, to the state textile plant.

Most of the machine tools are of pre-World War II, if not pre-World War I, vintage, chiefly from the U.K. in poor working condition, and only operable because of the ingenuity and improvisory skills of both expatriates and Ghanaian engineers and mechanics. Spare parts, tooling and fixtures, and special skills are in short supply; consequently, even the existing metalworking capacity is not fully utilized. Much of this deplorable state of affairs is the result of the severe foreign exchange shortage.

An exception to such inadequate facilities is the machine shop of VALCO, which is fully equipped with high-quality U.S. machine tools. No other example

of such perceptive management came to my attention during my field trips.

The setting up of properly equipped machine shops is one of the most acute needs of Ghana today. Much of its array of agricultural, construction, and transportation equipment from all over the globe is out of commission due to lack of parts and improper maintenance.

The U.S. machine tooling and allied metalworking industries could be of appreciable assistance to Ghana in supplying the machine shops and technical assistance. Such effort should be based on a competent technical survey to determine types of machine shops required and should be accompanied by a thorough technical training program for Ghanaian engineers, machine operators, and supervisors. There is not enough time here to elaborate on a program which could be an opportunity for a coordinated effort of private enterprise—the U.S. machine tooling and allied metalworking industries, the U.S. Agency for International Development, the International Executive Corps, the U.S. Peace Corps, and the U.S. Trade Union Movement.

Such an effort could help to demonstrate the high quality of U.S. machine tools and other metalworking equipment in Ghana which, for historical reasons, is largely acquainted chiefly with British equipment.

Important customers

The British expatriates in the extractive and lumbering industries are important customers for metalworking, woodworking, and mining equipment. They are obviously oriented toward British sources. For this reason U.S. subsidiaries in the United Kingdom should step up their sales promotion efforts in this market.

The commercial representation of engineering industries is still largely in the hands of equipment trading companies well experienced in this part of the world and equipped with technical staff for service and maintenance. These chiefly British companies have their traditional British or West European sources of supply, although now the Japanese have embarked upon a concerted effort to enter this market.

To launch an effective sales effort in Ghana, U.S. manufacturers of metalworking, as well as other equipment, will have to consider alternative representation arrangements—and to be sure to insist on the training and supervision of service personnel, as well as of engineers, so that they will be capable of taking advantage of high-quality and versatile U.S. machinery.

PROCESSING COCOANUT OIL requires machinery that should be well maintained. Above, Nzima mills.

FOR CONSTRUCTION AND HEAVY INDUSTRY, well equipped machine shops, trained workers needed.

Determined U.S. suppliers could sell soft, hard items in Ghana, though purchasing power is low

Bulk of consumer goods comes from the United Kingdom; much of it U.S. can produce better, less expensively

By RICHARD J. BLUM
Management consultant, New York, N.Y.

Ghana presents for U.S. consumer goods an opportunity that can be consummated only with patient effort.

Retail prices in Ghana are high. A determined and energetic exporter of U.S.-made products from soft goods such as clothing, accessories, and cosmetics to hard goods including home appliances such as washing machines, dryers, refrigerators, and small electric handtools might be successful if he were to move in now and really work on it.

At present, the bulk of consumer goods, both in the leading department stores and in the market places, comes from the United Kingdom. Frequently, the items are ones which we can produce better and less expensively.

Ingenuity needed

To reach this market will take aggressive salesmanship and considerable ingenuity. I have seen no indication that Ghanaian firms are clamoring to replace their present merchandise with made-in-U.S.A. products, but direct salesmanship could well be the key to a successful entry into this market.

Per capita income in Ghana is low, and it follows that spending power is low. The U.S. firm that can provide a quality product at a lower price than is presently sought should be in a position to outstrip the competition.

The large department stores have main buying offices in London and representation in New York City. To sell these offices, manufacturers must be willing to sell on 180-day terms. While these terms may seem unsatisfactory to U.S. firms, they are accepted by the British. Payments appear to be coming through rather promptly upon completion of the 180-day period.

Small order is a beginning

The size of orders also appears to militate against U.S. firms. As pointed out, this is a low per capita income country at present. It follows that the market is relatively small. The manufacturer who insists on selling only in 600 dozen lots is likely to lose out to a firm willing to supply a smaller quantity.

It appears to this Mission that he who accepts a small order now will surely prosper as the larger market opens in the future. The manufacturer who turned down an order for a few 12-foot refrigerated cases lost a sizable order when a local company decided to standardize fixtures and install someone else's 12-foot cases throughout a chain of stores.

The Japanese have successfully moved into the printed fabric field, once monopolized by the Dutch. U.S. firms are beginning to try to crack this market, and there was considerable interest in American fabrics at the U.S. pavilion during the recent Ghana International Trade Fair.

DEPARTMENT STORES in Ghana carry mostly British imports. U.S. makes some items less expensively.

African prints sell

With a growing vogue in the United States for "African prints," which are designed here but executed elsewhere, it would appear that there is a reasonably good opportunity for Americans to move into this market. Incidentally, piece goods here run 48 inches wide and 12 feet long and sell for about $1 per running foot.

Given a long range view and perseverance, manufacturers of consumer goods can well establish a profitable trading position. A small start, a willingness to grow with a market that surely will be expanding, can lead to success for the enterprising U.S. firms.

With the growth of electric power, a rise in the standard of living, and an improvement in the rate of population growth as good medical practice saves the lives of a million infants a year presently lost through smallpox and measles, Ghana will be an important market area. The time to get established there is now.

CONGO'S HEAD OF STATE HOSTS U.S. TRADE MISSION at the Executive Mansion at Kinshasa. President Mobutu uses his hands to make a point.

MISSION REPORT: THE MARKET

Congo is 'tomorrow land'

Leadership making strides toward climate that will attract substantial investments

By WILLIAM D. CARLEBACH

The Democratic Republic of the Congo is a large nation, equal in size and similar in shape to the United States east of the Mississippi, with a driving urge to take its place among the economic greats of the African continent.

The desire is strong, and the outlook is good, but the time is not quite now. The Congo, under enlightened leadership, has made great strides toward establishment of the kind of climate that will in time attract substantial investment.

It is the Trade Mission consensus that small investments at this time might pay large dividends in the years to come, and that there is much to be said for a "foot-in-the-door" approach to long-range investments.

The Congo is a source of surprises for the newcomer to Africa. Although it straddles the equator, the climate is not bad. It is comparable to the climate in Washington, D.C.

The Congolese are a charming and capable people, and have a virtually unquenchable thirst for knowledge. That was found to be particularly true among Congolese merchants, many of whom are eager to have an opportunity to study business techniques in the United States. While it is not the purpose of the Trade Mission to formulate policy in this field, we are inclined to the view that much would be gained were the United States to develop a training program for the commercial sector.

With a paucity of highly educated people, the Congo is in much the same position as Zambia. And in both countries there is an urgent need for development of commercial skills. A program financed by one of the many foundations concerned with problems of the developing nations, perhaps staffed by International Executive Service Corps personnel, would fulfill a necessary function in the Congo right now.

Through a lengthy discussion of the commercial situation with President Mobutu, it became obvious that, as in Zambia, there is a desire to deal directly with U.S. firms rather than to purchase U.S. products through distributors in the former colonial power—in the Congo's case, Belgium. Again, as in Zambia, it seems that U.S. firms would be smart to reassess their present policies on country representation toward satisfying this desire to eliminate all reminders of colonialism and colonial business techniques.

Finally, the resources of the Congo, and therefore the potential economic strength of the country, are enormous. The stability which U.S. investors seek seems on its way to establishment under President Mobutu's leadership. Should the gains of the past year continue, and should peace and harmony continue to be the order of the day, then the future of the Congo is assured. Alert U.S. companies may wish to anticipate that day.

U.S. EMBASSY'S COMMERCIAL LIBRARY in Kinshasa was opened in April, 1966. American firms are invited to show products like this canned goods display, and submit catalogs or promotional literature.

MISSION REPORT: AGRICULTURE, FOOD PROCESSING

Expansion of production, canning needed in Congo; but U.S. investors face uncertainties

At present, price, demand, export factors unclear; exchange rates, import quotas hamper sales; opportunities in future

By HENRY A. SAMTON

Although agricultural potential in the Congo is great, the present does not appear to be propitious for either energetic sales efforts or investments in agriculture or food processing.

The country recently has undergone trying times of rebellion, change of government, and confrontation with the management of Union Miniere, the important copper and cobalt concern.

The result has been a considerable reduction of agricultural production. Farms lack cultivation and have gone back to bush. Roads and communications have suffered. With considerable candor, the Congolese Government has recognized this situation in the recently published intermediary plan for the rekindling of agricultural production. This plan has been prepared with the help of foreign experts, members of the European planter community and representatives of private business.

The problem that investors would face can be expressed in one word: uncertainty—uncertainty of property, uncertainty of timing and price, uncertainty of demand and of export.

In many instances and particularly in the east, the rich province of Kivu on the border of Uganda, Rwanda, and Burundi, exports have been made outside of legal channels to avoid the problem of an unrealistic exchange rate. Export earnings are officially converted at a rate of 150 C. francs per $1, whereas the socalled parallel rate varies between 550 and 620 C. francs per $1. Until a more realistic rate is established, the situation is not attractive for new investments, particularly in agriculture.

Steps taken

The Congolese authorities have taken forceful measures to restore order and they realize the importance of reestablishing confidence. It is remarkable that mostly even the little farmers have spontaneously resumed work. The larger commercial farms generally have continued to work and only in a few cases like the eastern sugar estates has land suffered by direct rebel action.

The technical personnel of the Ministry of Agriculture is to be reorganized and technicians are being moved to assist small agricultural producers. The main trunk line of the rail transportation network is regularly maintained. Funds have been provided for this work. The aim of the plan is to make the Congo self-sufficient in food by the end of 1967 and to progressively return to the export level of 1960. In 1966, agricultural export was only 20% of the total by value; in 1960, 35%.

In the opinion of the writer this goal may be off slightly timewise but will be achieved. The Congo is fundamentally a fertile, rich country of cotton and rice, ground nuts, palm oil and palm kernel, coffee, tea, rubber, manioc and many vegetables. The east and the southwest grow fruit and garden vegetables. The lakes abound with fish.

Financing and technical aid is needed, but it seems that this will be slowly forthcoming. The large farms, run mostly by Europeans, especially Belgians, are for the most part working and successfully so.

There is a large interest in food preparation and canning equipment. Like many similar countries, Congo has not yet realized the value of preserving food for keeping and transport. Cold storage warehouses exist mainly at central points for meat.

Compared with the well developed textile industry, the food industry is be-

hind. One small tin can plant exists in Kinshasa. Rice is grown and imported, but its preparation and the utilization of by-products is lacking. Consideration is being given by a U.S. company to finance a flour mill, to eliminate import of flour.

A Congolese company has acquired two C-46 planes and will get three more for the transport of potatoes from the Kivu area to the river port of Kinsangani. A fish cannery should be established. There is a desire to produce canned pork and beans, a cheap nourishing meal. The Government desires plants to make fruit juices as soon as the quantity of fruit warrants it.

Import quotas limited

These desires for equipment purchase now tend to run afoul of import permit requirements. Quotas are limited and given to traditional importers, and then rarely for machinery. U.S. aid is substantial but includes badly needed consumer goods as well as industrial goods. A PL 480 program permits import of rice, flour, tobacco, and cotton.

There are efforts, however, to use a greater share of total aid for food-processing machinery. This would open up a new market for machine manufacturers and representations should be arranged to take prompt advantage of this situation and eventually also to obtain import quotas.

There is considerable interest by local firms in starting up enterprises as joint ventures with U.S. food-processing houses. The time again does not appear to be ripe. While there is an investment guaranty program, the proposed new investment code, offering possibly tax and other advantages, has not yet been published.

Also, transfer of capital at the advantageous parallel rate is not legal. Interested companies, however, would be well advised to start investigations and arrange their contacts, because the time is bound to come when to have left out this promising market will prove to be a missed opportunity.

Technical aid even without investment would be most welcome, but payment may have to be postponed. The European Common Market has a program for building some factories, but the difficulties and red tape surrounding this program are described by the Congolese as large and time consuming. If approved, these credits are for 15 to 20 years at about 6% interest and require machinery of Common Market origin.

The packaging industry is also not developed. No paper or board mill exists, although one is projected, and paper converting is rudimentary. Bottles are made locally, as are closures. The brewing industry is well developed and cannot keep up with demand. Some plastic manufacture exists and regulations require replacement of tin cans by plastic cups where possible, as for example in the packing of a small cup of margarine.

For these reasons, the import of food is still substantial. Less than 250,000 tons of meat and fish are produced locally. Minimum requirements are estimated at 410,000 tons annually. Here is also an opportunity for U.S. exporters. Until the plan for self-sufficiency in food has achieved its aim, other foodstuffs and even packaged goods will have to be imported, and the United States may be able to take part.

There is a market for seeds. Local representation, preferably by an independent or U.S. agent, is necessary.

Opportunities are in the future, possibly even next year, but they are large.

Market Profile—Congo (Kinshasa)

Government: Republic since 1960. Constitution, which became effective in 1965, provides for a federal system with a non-partisan President, bicameral legislature and Prime Minister. Although the constitution is in effect, General Mobutu assumed power in 1965 as President.

Area: 905,000 square miles—about the size of the United States east of the Mississippi.

Population (1965 est.): 15.6 million with annual growth rate of 2.3%. Labor: trend is toward increased public sector employment and decline in private sector employment. Unemployment rising.

Principal cities: Estimated population of principal cities, with former names in parentheses: Kinshasa (Leopoldville), 1 million; Lubumbashi (Elisabethville), 225,000; Kisangani (Stanleyville), 100,000.

Income: GNP totals about $1.2 billion ($77 per capita).

Currency: Congolese franc (150 francs = US$1 for exchange sellers, and 180 francs = US$1 for exchange buyers). Balance of payments: Estimated surplus of $22 million in 1966, following $28 million deficit in 1965.

Agriculture: Important export crops are coffee, rubber and palm oil.

Forestry: Almost 50% of Congo's land area is woodland. More than $6 million worth of timber exported in 1965.

Mining: Congo is world's largest producer of cobalt and industrial diamonds, but copper ordinarily provides about 70% of export earnings. Other important minerals: Gold, silver, manganese and zinc.

Industry: Local industry produces processed foods, beer and soft drinks, cigarettes, textiles, shoes, glass bottles, paper products, chemical products, gas stoves, transistor radios, bicycles, motor scooters, batteries and construction materials.

Transportation: Most bulk transport moves on river-rail network to and from major ocean port of Matadi. More than 3,000 miles of railroads; 90,000 miles of roads, of which about 1,000 are asphalted. Principal cities served by air; Air Congo has monopoly on internal flights.

Exports: Valued at $338 million in 1965. Major markets: Belgium and Luxembourg, 54%; other European Economic Community (EEC) countries, 24%. U.S. share: 5%. Principal exports: Copper, zinc, industrial diamonds, coffee, vegetable oils, rubber.

Imports: Valued at $260 million in 1965. Major suppliers: Belgium and Luxembourg, 33%; U.S., 24%; other EEC countries, 16%. Principal imports: Machinery, transportation equipment, textiles, petroleum products, chemicals, pharmaceuticals, foodstuffs, consumer goods.

Conditions of trade: Because of foreign exchange shortage, most imports require licenses. Most goods imported from U.S. are financed by AID program. Although an associate member of EEC, currently the Congo does not discriminate against third countries.

AN INDUSTRIAL OPERATION AT KINSHASA, the Utexco plant, was inspected by Otto C. Teitler (left), author of the article below. He is with another mission member, Richard Blum (right, rear).

MISSION REPORT: METALWORKING INDUSTRIES

Sizable machine shops operate in Congo, but much tooling needs to be replaced

Development of resources calls for new industries, vocational training centers, variety of equipment, adequate maintenance

By OTTO C. TEITLER

Many Americans may be surprised that probably the largest concentration of metalworking enterprises in Black Africa is situated in the Republic of the Congo.

Sizable machine shops were erected during the former Belgian colonial regime preceding independence in 1960, mainly for maintenance in the copper and diamond industries as well as in fairly substantial textile plants, sugar refineries, and other secondary industries. Large and well-organized machine shops serve the railroads, which manufacture some of their own carriages. Shipyards build barges for the vast Congo River transport network and fabricate the extensive structural steel requirements for docking facilities.

Routine jobs

All these machine shops have been designed, engineered, purchased, and are still managed by Belgian technicians. In contrast to some other African countries, the machine operators are Congolese trained by the Belgians to perform mostly routine jobs below supervisory level.

Most of the machine tools in these existing enterprises are of pre-World War II vintage, and of European origin. In the shipyards, six Lodge and Shipley lathes and one Gould and Eberhardt shaper, veterans of at least one war, are still dutifully though feebly performing.

These machines are tended with a sentimental attachment which is only explicable by the severe foreign exchange shortage preventing the import of urgently needed replacements.

During the past few years of political chaos, the economy of the Congo has been severely disrupted and its industrial growth has suffered as a result.

Proverbial riches

The mineral and agricultural riches of the Congo are proverbial. The potential for economic development is endless and represents a challenge to the now independent Congolese and their well-wishers in the industrialized countries. Old roads must be restored and thousands of miles of new roads should be built, established plantations must be retrieved from the bush and new farm and timberlands opened up. New industries to process the Congo's riches into goods to benefit the Congolese still living at a subsistence level are required all across the industrial spectrum.

Will all these exciting vistas be translated into hard economic facts? Will all the local and foreign capital investment be forthcoming to pay for the array of construction, farming, mining and industrial machinery in the private sector and for transportation, communication and power generating equipment—and for the machine tools for maintenance shops, vocational training centers, and eventually production shops?

Know-how is vital

And no less indispensible, will the Europeans with the necessary managerial, technical, and financial know-how now in the Congo remain and how many additional thousands of required skilled personnel can be induced to go to the Congo to work alongside the Congolese toward development of this country until such time when enough Congolese will be ready to undertake more advanced technical and managerial responsibilities?

The essential conditions for the possible realization of all these prospects are a prolonged period of political stability, economic consolidation, and the maintenance of harmonious relations between the Congolese and foreign businessmen and technicians resident in the Congo. To bring all this about is a major goal of General Mobutu and one must wish him well in his efforts.

Congo's businessmen show broad interest in U.S. contacts

President Mobutu receives Mission, expresses hope for more direct participation by U.S. companies

By WILLIAM B. POUNDS, JR.

Mission activities in the Congo were crowded into a week, Feb. 25–Mar. 3. In this brief period, the Mission members undertook a number of plant visits and spoke widely with officials in the Congolese Government and in banking and commercial circles.

President Joseph Mobutu received the Mission at luncheon at the Executive Mansion. The Mission members enjoyed the opportunity of obtaining the President's detailed views and observations on a full range of economic issues facing the Congo and his appraisal of likely future trends and developments. The President expressed his strong desire to see more direct participation by U.S. firms in business activities in the Congo.

Widespread interest

The Business Information Center operated by the Mission was set up in the Kinshasa Chamber of Commerce and Industry. There was widespread interest on the part of the local business community in speaking with Mission members. This was particularly true among the smaller, recently established Congolese firms or Congolese who were interested in starting business operations.

In the relatively short time available, Mission members held 65 conferences. A considerable number of these contacts did not, however, result in specific trade or investment opportunities. This was due to a lack of access on the part of many of the callers to necessary import permits, insufficient facilities for handling effective distribution or carrying out agency representation, and for joint venture proposals, inadequate definition of projects and project financing.

On the other hand, some of the propositions discussed by the Mission members were sound and the Mission was able to report some 40 trade and investment opportunities. In addition, 86 of the U.S. business proposals carried by the Mission were presented.

EMBARKATION TERMINAL IN STANLEYVILLE receives long lines of Congolese waiting for transport up the Congo River. Inadequate transportation network has been a barrier to economic development.

Most of the Mission contacts were in and around Kinshasa, the capital and leading business and manufacturing center of the Congo; however, a trip was taken to Bakwanga, in Kasai Province, to inspect the operation of the MIBA (Minerais de Bakwanga) Diamond Mines.

Other industrial tours included first-hand inspections of the UTEXCO textile factory, the Hassan Freres textile plant, and the Chanic shipyards. In addition, individual Mission members visited a number of factories in which they had specific interests in terms of their business specialties.

Talk with officials

Official activities included calls on Jean-Paul Maganga, Chef de Cabinet of the Ministry of National Economy, Mr. Tumba, President of the Chamber of Commerce, and Joseph Crabbe, Secretary General of the Federation des Entreprises Congolaises (the manufacturers' association). Other calls were made on Alphonse Nguvulu, High Commissioner for Planning, and Jean-Marie Kititwa, Minister of Foreign Commerce. The Mission also met with officials of the Congolese Chamber of Arts and Crafts.

Publicity activities undertaken by the Mission included a radio interview of the Mission Director and a general press conference. TV coverage was given to President Mobutu's luncheon for the full Mission.

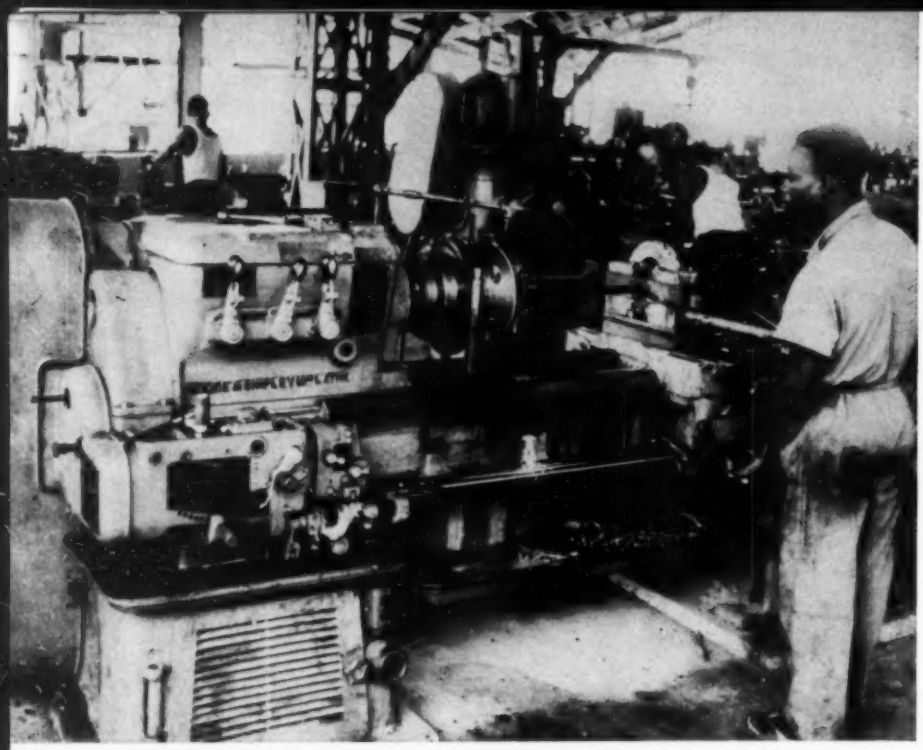
U.S., Congo sign agreement for cotton, wheat flour sale

Signing of a $6,051,000 long-term dollar credit agreement between the Governments of the United States and the Congo has been announced by the U.S. Department of Agriculture.

The agreement, under Title I of Public Law 480, provides for $3,342,000 worth —about 30,000 bales—of upland cotton, and $2,124,000 worth—about 48.5 million pounds—of wheat flour. The remainder is for ocean transportation costs.

One of the provisions of the agreement is that the Congo will allocate a large portion of the proceeds for the repair and maintenance of bridges, roads, and transport facilities, with priority to those which are directly related to the movement of agricultural produce, and for food production projects with emphasis on those programs aimed at increasing rice production.

Each of the commodities is to be supplied by June 30 of this year. Sales will be made by private U.S. traders.



AMERICAN MACHINERY AT WORK at a plant in Kinshasa, where output aims at 15 million population.

MISSION REPORT: INVESTMENT

Congo's developed industries, central location, unexploited resources merit consideration

Though investment climate has not been favorable recently, growing political stability, improved economic performance, other positive factors warrant attention of U.S. firms

By ASA T. SPAULDING

The Democratic Republic of the Congo achieved independence some six and one-half years ago. Since that time the Congo has been beset with political turmoil only too well-known to all who follow international developments.

Rebellion, dislocation, sudden changes in government have all left their mark on the economy, and the per capita GNP has not regained its 1958-60 average. The country's transport networks and its agricultural export sector have not regained their former levels.

All of this has produced a climate not conducive to investment. Indeed, very little new investment (other than reinvestment) has taken place in the Congo since 1960, except in construction and in some new manufacturing.

Yet, several positive factors make investment in the Congo well worth considering.

The scope of the market (15 million inhabitants), the country's central location on the continent, its already developed mines and industries, and its potential in unexploited resources are important considerations for would-be U.S. investors. Another positive consideration is the growing political stability achieved since November 1965 when General Mobutu assumed power. In 1966 the economy performed much better than had been anticipated, due largely to a commendable government restraint in its budgetary policies and to increased export earnings largely from copper, but also from a partial revival of agricultural exports.

The possibility that monetary stabilization can be achieved in 1967 is also a hopeful factor. Although shortages of foreign exchange have prevented the authorities from relaxing the strict controls on profit transfers imposed just before independence, there are plans for adopting more liberal procedures in the near future.

The Congo desires to diversify foreign investments with respect to countries of origin. The Government makes no attempt to hide its displeasure over the fact that it considers Congolese trade and industry too heavily oriented toward Belgium. Neither does the Government hide the fact that it is eager to obtain U.S. investment and it has indicated a willingness to provide protection against political and commercial risks. The United States and the Congo have signed an investment guaranty agreement.

About one-fourth of imports into the Congo presently are from the United States, about one-half of which are financed under the AID program. Thus a certain acceptance and preference for U.S. products has already been generated, and U.S. goods already enjoy a good reputation. There is no tariff discrimination against goods. New investments will probably be subject to a certain degree of preferential treatment.

The exaggerated reputation for chaos should be mentioned, for the Congo's difficulties have, in some instances, been grossly magnified by the press. A visit to Kinshasa is useful, for there is an air of stability and prosperity which surprises the visitor who has been conditioned to expect something different.

Impediments

Trained management and technical experts, however, are lacking among the Congolese. As a result, European and other specialists must be brought in at a considerably higher cost. In addition, the supply pipeline to the Congo from Europe and the United States is long, due in part to the great distances and mediocre transport system in the interior of the country.

Control of much of the country's economic wealth by Europeans increases

pressures for nationalization—which could possibly become a major problem as the Government moves toward greater economic independence.

As a result of this longstanding uncertainty, the feeling is shared by many that it will take several years of stable government, success in planned measures of stabilization, and a further clarification of the Government's policy toward foreign investors before one can make reasonably safe forecasts regarding investment opportunities in the Congo.

Mission conclusions

Some, if not all, members of the Mission came away with the feeling that a relatively small investment to gain a foothold in a potentially large market should be seriously considered by potential U.S. investors.

As for larger investments, the wait-and-see attitude which most U.S. investors now show seems to be justified, although there is good reason to believe that the climate for investment will improve. Large-scale investment should be immediately explored if guaranties against political and commercial risks can be obtained either through the Congolese Government or some U.S. sources.

Joint venture arrangements of which there are considerable opportunities afford an additional element of protection to the investor and therefore deserve serious consideration.

Specific examples of investment opportunities include first of all the country's minerals—potash, petroleum, and a host of valuable lesser known ones. This sector furthermore has not been seriously hurt by the political troubles of the past six and one-half years and should continue to enjoy relative immunity from such difficulties. For this reason, fairly large-scale investment might be seriously considered at the earliest opportunity.

Important projects which reduce the Congo's import requirements are another group which present certain advantages in terms of obtaining necessary licenses and guaranties. Agricultural machinery, electrical appliances, transport equipment, and construction materials and equipment offer possibilities for U.S. investment. The wood processing and paper industry and the fishing industry (both lake and ocean) also hold out chances for investment, based on unused resources.

In all, the Congo, when studied from a purely economic point of view, offers possible attractive long-term investment opportunities, and every effort by U.S. businessmen should be made, on a continuing basis, to investigate these opportunities.

Basically strong demand in Congo points to market for future, but present sales chances are limited

Monetary problems, import restrictions, low per capita income severely limit opportunities for U.S. exporters

By RICHARD J. BLUM

The problems of doing business in U.S. consumer goods in the Congo are great, but not overwhelming.

Licenses to import most U.S. products outside the AID program are difficult to come by. Certainly it will be a number of years before a large volume of U.S. consumer products can be made available to the Congolese buying public.

The needs are great but monetary problems, plus import restrictions and low per capita income, at the moment greatly limit our opportunity of selling in the Congo. The basically strong demand means that in a number of years —it may be five, it may be longer—a market will open up. Right now exporting presents difficulties.

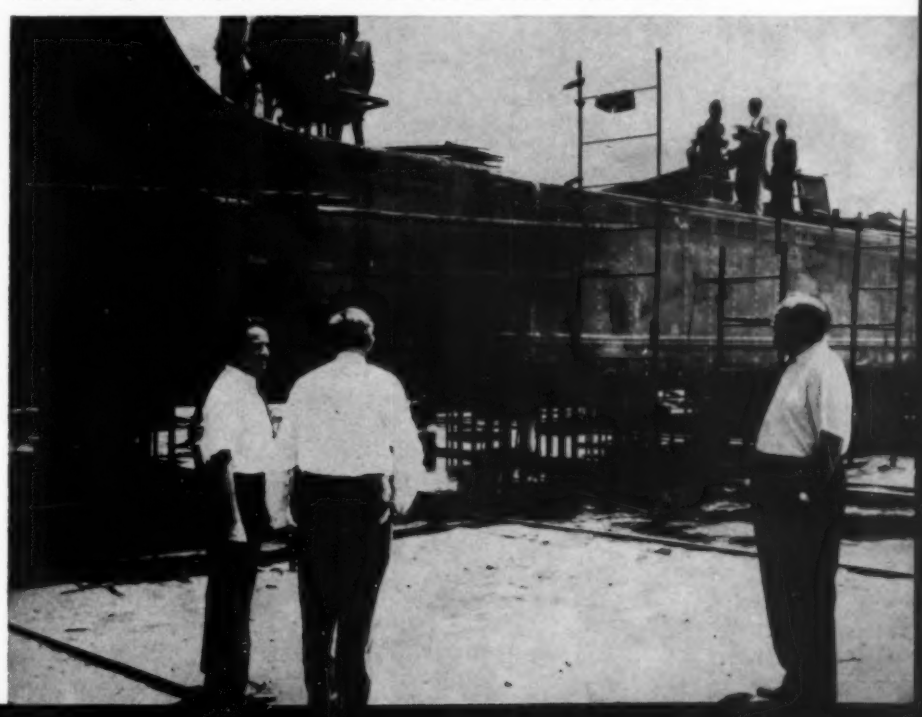
Discussions with Kinshasa's leading retailer and a visit to the city's leading department store shows that the public generally can buy only low-quality goods in textiles, in hardware, and in foodstuffs.

It will take enterprise, energy, and imagination for an American to do business in the Congo. It will take patience, long vision, and an ability to adapt oneself to different business standards. The reward may be good but it requires an approach foreign to American thinking.

Don't write it off

As pessimistic as this sounds, Americans would be foolish to write off the supplying of consumer needs of a people living with insufficient food, inadequate clothing, and with no air-conditioners in a hot, humid climate, without sufficient

SHIPBUILDING IN THE CONGO is the subject of this inspection visit by mission member Otto Teitler (left) and Harry Pence (right), who are shown here with the director of the local firm.



amounts of so many things which the United States can and does produce in abundance. It will take daring young men with America's traditional pioneering spirit to come into this market, to meet its problems and to reap the profit which is possible. We should not leave the long-range development of this market to the rest of the world.

I visited a large, fully integrated textile mill which produces about 4 million square yards of piece goods monthly. This concern imports U.S. cotton and rayon. It also uses domestic cotton. It spins its own yarn, weaves, and knits its own piece goods, shrinks its fabric, piece dyes and yarn dyes and partakes of every step, including the final fabrication of such items as underwear, shirts, sheets, and towels. Everything they produce is sold in the Congo. Obviously, there is a consumer market for textiles.

In addition, I visited a manufacturer of men's shirts which produces a well-made, well-packaged, carefully inspected product. He produces over 125,000 shirts a year and could produce and sell readily twice that volume if he could obtain licenses to import more nylon and cotton textiles. He now gets licenses for U.S. fabrics as a result of AID. His shirts have trubenized collars, stay collars, and plain ones. He makes both barrel cuffs and French cuff shirts. He sells nylon no-iron shirts. Again, obviously there is a market for consumer products in the Congo for alert, forward-looking traders.

These two examples are not the only ones showing that the Congo, with its mass of consumers who want to improve their living standards and who are willing to work and live economically sound lives, is a place where American consumer goods can be sold profitably by enterprising U.S. businessmen.

To make a place for ourselves in the Congo market will require energy, daring, and a willingness to overcome extra difficulties. Nonetheless, that market exists; it is not limited to soft goods, but includes hard goods, cosmetics, accessories, all kinds of consumer goods. The energetic American willing to build for the long-range future will find the Congo a place from which trade and profit can result.

Pressure for change

For U.S. manufacturers to do business in the Congo today is to deal largely with Belgians living there, with their parent companies in Belgium, and with miscellaneous other European entrepreneurs. However, there is intense pressure for change, as evidenced by the Union Miniere affair.

The emerging Congolese elite is intent on gaining an increasingly larger foothold in and control over the economy of the Congo. As a result of the bitter frictions and resentments of the past, the Congolese are eager to free themselves from the still-controlling influence of the Belgians and to diversify their patterns of trade.

U.S. manufacturers would be well advised over the next few years to keep on asking the basic marketing questions: Who buys what, where, from whom, and how in the Congo.

One other possible suggestion: Even if such an inquiry sounds a bit outlandish at the beginning, even if the technical specifications are not quite what one would get from a European firm, it might well pay in the long run to take the time and trouble to encourage young Congolese businessmen to work with U.S. firms as long as these Congolese are ready to invest in their own technical training.

One time-tested approach is for a group of non-competitive U.S. firms in the machine tool industry to engage in such efforts together. It could pay in the longer run.

AFTER OFFICIAL RECEPTION by Congo's President Mobutu, he is flanked by Trade Mission director William Carlebach (left) and Robert O. Blake, Charge d'Affaires of the U.S. Embassy, Kinshasa.

Agreement leads to Congo resumption of copper shipments

Dispute between Government and Union Miniere had suspended such exports for two months

An agreement signed on Feb. 17 between the Congolese Government and the Societe Generale des Minerais (SGM) has permitted the resumption of exports from the Congo of copper, cobalt and zinc. Such exports had been suspended for two months as a consequence of the dispute between the Government and Union Miniere du Haut Katanga, whose production had earned up to 70% of the Congo's foreign exchange.

For a fee of 4.5%, the Belgian-based SGM, which had traditionally been the sales agent for Union Miniere, will assure the operation of the Katanga mines and smelters and the international marketing of production on behalf of GECOMIN, the new Congolese company established by President Mobutu on Dec. 31.

Union Miniere and the Congolese Government have agreed to submit their respective claims to settlement by negotiation or arbitration, and the Government has announced that it will be prepared to pay any claims which may be found valid by an arbitral tribunal. It has also made clear that it desires private capital participation for 40% of the equity of GECOMIN.

Potential for sale of tractors in Congo seen when five-year national plan is inaugurated

Government, concerned about agricultural development, is working out details for expansion of production

By H. B. PENCE

Plans for development of agriculture within the Democratic Republic of the Congo and the effect of such planning on the potential sale of U.S. tractors and agricultural machinery do not present a clear picture at this time.

The population of the Democratic Republic of the Congo is estimated at 15 million people. Sufficient food and fiber is not grown to meet their domestic needs, although, except in the tropical rain forest area, the land is fertile and can be cleared and farmed. Rainfall is plentiful.

Remarkable programs of yearly increases of food and fiber products were realized, largely by European farmers, either directly or under their technical help and know-how, until about 1960, the year of independence. About 20% of the production came from European-operated plantations, mostly in the eastern part of the country. Events since that date caused many European farmers to leave the country. Many—but not all—of their holdings were broken up into small native farms or allowed to revert back to the jungle grasses and growth.

The present Congolese Government, concerned about this situation, recently prepared a "preplan" to stimulate agriculture during this calendar year. It is working out the details of a five-year plan to begin in 1968, for expansion of domestic agriculture as well as industrial development.

The plan reportedly deals with the fundamental problems of importation of agricultural tractors and machinery supported by adequate spare parts stocks, technical training schools, and help for developing field servicemen and tractor drivers.

Companies with well established agents within the country and who can and will take part in a technical training program will be given sales preference. It is reported that financing of the five-year program is the big—and last—problem to be worked out.

The plan, if put into effect, should result in creating a worthwhile market—which in the beginning will be small but should increase yearly—for imported tractors and machinery.

A quick look at a map shows that the country lies astride the equator. Thus, the climate is tropical and cereal crops—wheat, oats, and barley—are not grown, with the exception of one small wheat-growing area near the Zambian border.

Rice is needed to support a rice flour milling industry that cannot expand because of the shortage of the domestically grown crop.

Cotton is of only fair quality and in short supply for local textile mills, which now import 50% U.S. cotton and 25% plastic fiber to mix with the 25% home-grown cotton content to enable them to make locally acceptable textiles.

Two critical areas of food shortages are beef cattle and dairying. The Congo is for the most part out of the tick and sleeping sickness zones, yet two large European-owned and operated cattle ranches (one 25,000 head, the other 80,000) have almost all of the beef cattle in the country. The remainder of Congolese needs must be met with imported meat.

Lush grass, ability to grow corn abundantly, plenty of rainfall, and an ideal climate for maintaining a profitable dairy herd all exist within the Congo. Lack of capital to get started, lack of technical know-how combined with lack of adequate refrigeration and transport facilities in some areas have discouraged any really serious development, however. Demand for milk and dairy products is satisfied largely by importing powdered and canned whole milk from the U.S.

The country needs to build new highways—secondary roads—and to expand its railroad system. Railroads serve primarily for the movement of copper and other metals (accounting for about 80% of the country's exports) from mines to seaport. They contribute little to development of new farmland. Boats on the Congo River still provide the major transportation of a large part of the country. Mileage of hard surfaced highways is small.

There is a tremendous need for major expansion of all means of transportation, and of telephone and other communication systems. Many new homes are needed.

Time to consider

The present Government is trying to find finances for developing these areas, an important market for industrial tractors and equipment as well as agricultural tractors and machinery. The big question for U.S. manufacturers to answer is one of proper timing. How soon should they make their move to aggressively spend money in the Congo, to help develop and to have a part in the future market.

Some business is available there now. All indications are that more will develop as the Government activates its new five-year plan, as the finances of the country improve with the new arrangement for operation of the copper mines, and as the general political and economic situation improves. Now might be a good time for companies to review the industrial and farm machinery market as there are many indications that the time to aggressively expand is near.

For more data

For further information on the economy and foreign trade of the Congo, U.S. firms can obtain copies of the following Overseas Business Reports, published by the Bureau of International Commerce and available from any Commerce Field Office or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402:

Basic Data on the Economy of the Democratic Republic of the Congo (Kinshasa), OBR 65-50, 11 pp., July 1965.

Foreign Trade Regulations of the Congo (Kinshasa), OBR 64-61, 5 pp., June 1964.

The OBR's cost 15¢ apiece.

U.S. Mission members are close to overseas marketing

The eight-member Trade and Investment Mission to Ghana, Congo, and Zambia was comprised of specialists in a variety of commercial and industrial operations.

The leader and the trade development officer are from the Commerce Department; the other six are from private business. All have had experience in international trade activities—enhancing the value of their on-the-spot market appraisals.

William D. Carlebach is Deputy Director of the Department Commerce Department's New York Field Office. In his present position, he has specialized in helping to direct international trade activities. He was previously First Deputy Commissioner of the New York State Department of Commerce and is a past president of the Association of State Planning and Development Agencies. Carlebach has been on the staff of R. H. Macy & Co. and Gimbels, New York. He also organized and developed a real estate firm and has been the head of a retail hardware business.

CARLEBACH

Carlebach attended Harvard College. He served as Director of the U.S. Machinery & Equipment Trade Mission to Norway/Denmark in 1963, and of the U.S. Industrial Development Mission to the Philippines in 1965.

William B. Pounds is an international economist and is Chief of the North and West African Section of the African Division of the Department's Commerce Bureau of International Commerce. As a former U.S. Foreign Service Officer, Pounds has had assignments in the Department of State in Washington and in Monrovia, Liberia, and in Paris, where he was Assistant Commercial Attache.

POUNDS

In the Africa Division he is responsible for development of trade and investment programs for the principal countries of north and west Africa.

Pounds is a magna cum laude graduate of Kent State University and holds A.B., B.S., and M.A. degrees.

Joseph M. Baird, is chairman of the board of directors of Baird Chemical Industries, Inc. of New York, chemical manufacturers. He is founder and president of West African Explosives & Chemicals, Ltd., manufacturers of explosives in Liberia.

BAIRD

Baird is a member of the Public Advisory Committee for Trade Negotiations and of the Committee for Economic Development's Small Business and Venture Capital Associates' Center. He is a member of the Regional Export Expansion Council, and of the New York City Council President's Business Advisory Committee.

Richard J. Blum is a management consultant, chairman of the board of the Elder Craftsmen Ship, and a director of Suitomat Corp. of New York City. Before setting up his consultant business he was vice president of Saks & Co. and a director of Gimbel Bros., Inc. His background in positions of responsibility was entirely with leading chains of department stores.

BLUM

Blum was a vice president of the National Retail Merchants Association, and president of the Metropolitan New York Retail Merchants Association. He served on the U.S. Trade Mission to Germany in 1961.

Harry B. Pence has just retired from a 43-year career with Deere & Co., of Moline, Ill., manufacturers of farm tractors and agricultural equipment. He was a vice president of the company and at various times headed subsidiary companies.

PENCE

In addition to general management work he has held managerial positions in production, parts and service, and retailing. He was an organizer of Deere's overseas manufacturing and sales organization.

Pence attended the University of Kansas.

Henry A. Samton is president of Miltenberg & Samton, Inc., which specializes in food packaging, paper converting machinery, and related supplies.

SAMTON

Born in Berlin, Germany, Samton studied law and economics at the Universities of Berlin and Munich; at Heidelberg, in 1932, he received his Doctor of Law degree. He came to the United States in 1938 and two years later started his own business. In 1945 he formed Miltenberg & Samton.

Samton knows four languages, belongs to the Tin Traders Association of New York and the African-American Chamber of Commerce.

Asa T. Spaulding is president of North Carolina Mutual Life Insurance Co. and is a director of Mechanics & Farmers Bank, Mutual Savings & Loan Association, Bankers' Fire & Casualty Insurance Co., Chain Investment Corp., and Realty Services, Inc. He was a member of the U.S. Delegation of the Inaugural Ceremonies of President Tubman of Liberia, a member of the U.S. Delegation to the UNESCO General Conference in New Delhi.

SPAULDING

Spaulding received his Master's from the University of Michigan, and has several honorary doctorates.

Otto C. Teitler is vice president and general manager of Machine Tools International, a consortium of ten U.S. machine tool builders.

TEITLER

Previously, Teitler worked in the exporting and importing of industrial equipment and heavy raw materials for the Titan Industrial Corp. and Primary International, Inc. His past experience also includes serving as an intern in the Economic Affairs Department of the United Nations.

He is a graduate in economics from Columbia University and the Harvard University Graduate School of Business Administration.

IN ZAMBIA'S COPPERBELT, African employees of Roan Antelope Mine return home at end of a shift. U.S. Mission visited the densely populated area.

MISSION REPORT: THE MARKET

Zambia a sales target

Government recognizes that country's needs are many; transportation a problem

By WILLIAM D. CARLEBACH

The needs of Zambia are many, a fact readily recognized by a progressive Government. These needs translate into countless opportunities for the U.S. businessman providing only that foresight is matched with courage.

Three important items dominate almost all commercial dialogues in Zambia: Zambian independence, Oct. 24, 1964; unilateral declaration of independence (UDI) by Southern Rhodesia, Nov. 11, 1965; and the transportation problem, a by-product of UDI.

The importance of the first date is self-evident, for all of the policies of the Zambian Government date from that time; and independence is tremendously important to the proud people of Zambia. With independence has come some difficulty as a result of historic policies of colonial powers. Education, sadly neglected before independence, has high priority today; but the historic lack of educational opportunity at an advanced level has hindered the economic growth of an otherwise vibrant nation.

Directions altered

UDI, Rhodesia's doubtful contribution to African affairs, hit Zambia just when the Zambian economy began to roll, and as a result, many directions have had to be altered to meet the crisis of UDI. U.S. firms, for example, who long ago established agents and distributorships in Rhodesia to cover the Zambian market, had better revise their thinking—for no Rhodesian-based operation will find easy selling in Zambia. For the same reason, Rhodesia is no longer a suitable location for distribution of products to Zambia.

Landlocked nation

Finally, transportation in and out of Zambia is both complicated and difficult, and U.S. firms should understand thoroughly this aspect of any commercial transactions (see separate report on transportation in this special section).

To discuss intelligently the economy of Zambia requires an understanding of the geography of this landlocked nation, sur-

rounded by Botswana, South West Africa and Rhodesia to the South, Tanzania to the North and East, Angola to the West, Congo (Kinshasa) to the North and Malawi and Mozambique to the East. Within these boundaries the single most crucial economic reality is the copperbelt which produces 92% of Zambia's exports and houses Kitwe and Ndola, major industrial centers some 200 miles north of Lusaka, the Government seat.

Power is presently generated at Kariba, with increased facilities now on the drawing board for development at Kafue.

Tourism is centered in Livingstone on the eastern shore of Victoria Falls. Many fine game parks include a major facility at Luangwa which promises to rival better publicized facilities in East and South Africa. There is a serious shortage of adequate hotel facilities throughout Zambia, and Americans planning to visit for either tourism or business purposes are advised to secure confirmed accommodations well ahead of projected time of arrival. This situation will be considerably eased with the completion of two new hotels now in the process of construction by Intercontinental.

Others reap rewards

There is a saying in Zambia that U.S. firms come here to study the possibility of investment, and other nations come here to invest and reap rewards. Competition from the Italians and Japanese is strong, and even while the eight-man U.S. Trade and Investment Mission toured Zambia an 18-man delegation from Birmingham, England, did likewise.

Those U.S. firms who have an established base in Zambia are doing well indeed. U.S. products are more readily available in local department and hardware stores in Lusaka and Kitwe than in any other overseas cities, but American marketing of products in Zambia has barely scratched the surface.

In addition to a market for consumer goods that will continue to grow as the per capita income of Zambians increases, there is a need for agricultural implements which will increase as agricultural diversification takes place. The building of new highways should also create a market for construction equipment, but if you wish to sell in this area you would be well advised to be on the spot and ready to bid.

Investment and trade with Zambia are not for the faint of heart; but this Trade Mission came away convinced that for the courageous, there are opportunities galore to participate in the growth of a fine country and to share in the profit that will accompany that growth.

MISSION REPORT: INVESTMENT

Government of Zambia encourages development of import substitution industries, basic economic facilities

Steps include tax exemptions, tariff protection, repatriation of capital and profits, loans by Development Corporation

By JOSEPH M. BAIRD

Land-locked Zambia found itself even more so when its lifeline through Rhodesia was threatened by its neighbor's unilateral declaration of independence. Since independence, Zambia has been interested in breaking its traditional trade and investment patterns. UDI made the Government more resolute in its determination to do so.

To encourage diversification of trade and investment the Government established a single-column tariff; promulgated its first national development plan; established and funded an industrial development corporation; entered into economic agreements with countries other than its traditional partners; joined with the U.S. in an investment guaranty program; and enacted pioneer industries legislation.

Taken together, the foregoing governmental actions were designed to minimize Zambia's economic dependence on southern Africa; diversify the economy away from a relatively vulnerable extractive industry toward a wider industrial base comprising secondary industries; increase employment by 1970 by one-third to 400,000; substantially increase per capita income; maintain reasonable price stability; raise the standards of education and living; and develop new communications, sources of energy, transport and other basic economic facilities.

Import substitution

In an attempt at curbing consumption imports and saving both transport capacity as well as foreign exchange, the Government places major emphasis on import substitution industries and the development of agriculture and natural resources.

There are possibilities for U.S. investors with know-how for manufacturing products to replace imports of paperboard and folding boxes, glass containers, men's and women's ready-to-wear, confectionery, treated wood, dry cell batteries, cotton bandages and napkins, cutlery, envelopes, cosmetics and toilet preparations, handtools and machetes, hurricane lamps and cooking stoves, phonograph records, aluminum and copper products including cooking utensils, brooms and brushes, glue and adhesives, lighting fixtures, welding rods, insecticides, and plastic pipe, bags and bottles.

With the projected breakup of Rhodesia Railways and the proposed Zambia/Tanzania railway link there should be room for a plant to assemble gondola freight cars, multi-use box cars, trailers and containers for containerization. There appears to be a need for a steel fabricating plant for shearing, bending, rolling, forming, assembling, welding and painting.

Broad opportunities

Demand now exists (by Government as well as by private business) or appears to be developing for recognized firms specializing in management, industrial, electrical, architectural and refrigeration engineering; general, building, electric, and plumbing contracting; market research and analysis; business counseling; public accounting and accounting systems; computer programming and data processing;

Communication systems, service and equipment; air taxi service; automobile rental; assembly and servicing of office and business machines and cash registers (the monetary system changes from sterling to the decimal system in early 1968); electric equipment and appliance servicing and repairing; educational devices; radio and television service and supplies; school furnishings and supplies; scales and weighing equipment.

The Pioneer Industries Act and other legislation designed to stimulate the rapid expansion of existing industries and to attract new industries provides for complete exemption from income tax for periods from two to five years for selected and approved industries, as well as tariff protection to selected new and developing industries, exemptions in many instances of import duties on raw materials and machinery, protection from dumping from the outside, capital allowances on plant and machinery, protection against double taxation, repatriation of capital and profits, and loans by the Government-owned Industrial Development Corporation.

Government participation

It is also Government policy to participate (particularly when necessary to assist in establishment of an industry) in certain basic industries of major significance to the economy. This participation is generally in partnership with private investors and the Government through the Industrial Development Corporation is prepared to make investments as required.

Examples of such industries are iron and steel, fiber bags, copper processing, leather tanning, certain types of building materials such as builder's hardware and windows and doors, can manufacturing plant, and production of corn oil. After completion of the oil pipeline the Government will probably be interested in building an oil refinery.

The Government has in principle decided to establish an integrated iron and steel industry. Therefore, for example, an American steel company interested in such a venture can assume that the Government is prepared to participate financially. The present rough plan is that the plant should have a steelmaking capacity of 75,000 to 100,000 tons a year.

Manpower shortage

The country has a desperate shortage of skilled and educated manpower. The Government is working feverishly to educate as many as possible as soon as possible. The mines are assisting in the process by in-service training programs, and AID's emphasis is also in the human resources area; but it will be years before these programs can produce substantial change, even though Zambians are easily trainable.

In the meantime the difficulties in the Congo (Kinshasa), the nationalization of banks and some industries in Tanzania, and Zambia's relationship with Rhodesia and South Africa are discouraging many skilled and professionally trained expatriates from coming into Zambia and many from remaining. Inability to substantially increase the number of skilled expatriates may retard the government's best-intentioned, ambitious, well-financed development program.

Business taxes

Business companies operating in Zambia pay a tax of 35% on taxable income up to $1.4 million and 55% on income over $1.4 million or 45% of the total income, whichever yields the less tax. Individuals pay a graduated income tax with a top tax rate of 52.5% on taxable income over $14,560.

A number of U.S. and European companies have found the market potential and the Government's invitation to private investors to be satisfactory enough to warrant investments, and even with the unsettled conditions in several of the African countries investment interest is at a lively pace. Because the Government is eager to achieve its objectives at the earliest possible time the investment opportunities in Zambia will not last too long.

U.S. companies interested in any of the foregoing projects should write to the Permanent Secretary, Ministry of Commerce, Industry and Foreign Trade, P.O. Box 1968, Lusaka, Zambia.

Market Profile—Zambia

Government: Republic since 1964. Government is organized on a mixed presidential-parliamentary system. Legislative powers exercised by National Assembly.

Area: 290,578 square miles—almost as large as Texas plus South Carolina.

Climate: Tropical, moderated by height of plateau.

Population (1965): 3.7 million; 82,700 are non-Africans. Labor totals about 298,400: 18% in mining and quarrying; 17%, construction; 11%, agriculture, forestry, and fishing; 8%, commerce; 8%, manufacturing; 38%, all other areas.

Principal cities: Lusaka, capital, 138,000; Kitwe-Nkana, 129,000; Ndola, 100,000; Mufulira, 85,000; Luanshya, 81,000.

Income: GNP in 1965, $842 million or $227 per capita.

Currency: Zambian pound; 1 pound = US$2.80. Gold and foreign exchange holdings over $200 million, March 1966, and balance of payments situation favorable.

Agriculture: Chief subsistence crops: Corn, millet, cassava, livestock products. Principal cash crops: Tobacco, corn, peanuts, cotton, cattle.

Mining: Ranks third in world copper production; reserves exceed 883 million tons. Cobalt, lead, and zinc are also produced. There are unexploited deposits of iron.

Industry: Food processing, metals and metal products, beverages and tobacco, and radio assembly. Textiles, housewares, pharmaceuticals, fertilizers, among industries to be developed.

Transportation: Land system consists of 655 miles of railway and 22,000 miles of roads, 800 paved. Major air fields at Livingstone, Lusaka, and Ndola.

Exports: Valued at $532.4 million in 1965. Chief markets: U.K., 38%; European Economic Community, 30%; Japan, 12%; South Africa, 6%; U.S., 0.4%. Principal exports: Refined copper (about 92%), other minerals (zinc, lead, cobalt), and unmanufactured tobacco.

Imports: Valued at $294 million in 1965. Major suppliers: Rhodesia, 33.5%; South Africa, 20%; U.K., 20%; U.S., 6%. Principal imports: Machinery and transport equipment, manufactured articles, chemicals, mineral fuels, and food.

Conditions of trade: Most U.S. goods admitted under open general license, no restrictive foreign exchange regulations. Non-preferential customs tariff. Since Rhodesia's unilateral declaration of independence, Zambia has sought to replace imports from Rhodesia with goods from other sources.

Need for efficient machine shops expected to increase in Zambia as economic program progresses

Planned development of agricultural and mineral resources will necessitate better maintenance of new, used machinery

By OTTO C. TEITLER

Zambia is embarking on an ambitious economic development program, in order to take fuller advantage than before of its rich mineral and agricultural resources and bring about rapid growth in its gross national product. Establishment of efficient metalworking enterprises in both the private and public sectors will have an essential role to play in this effort.

Mainstay of economy

The mainstay of Zambia's economy is its copper mining industry—one of the largest in the world. Before independence, Zambia, formerly known as Northern Rhodesia, was and still is largely dependent upon England, South Africa and Rhodesia, its traditional trading partners, for the supply of industrial equipment, spare parts, and auxiliary industries—all largely serving the copperbelt around Kitwe and Ndola.

Because of its serious political disharmonies with both Rhodesia and South Africa, the Government of Zambia is endeavoring to lessen its economic dependence on these two countries. Vigorous efforts are afoot to link land-locked Zambia to ports in Tanzania for the export of its copper and for vitally needed imports such as fuel oil and various capital and consumer goods. For this purpose, major road construction programs, improvement of railroad facilities and development of new aviation routes are in progress.

Need for machine shops

The First National Development Plan (1966-70) provides for improvement and expansion of the existing internal road network. As a result, there should be an appreciable increase of earthmoving, construction and roadbuilding machinery and a consequent need for regional machine shops for their proper maintenance.

Similarly, the economic development plan envisages the cultivation of vast areas of arable but hitherto unused land —all of which would require large quantities of farm machinery, as well as machine shops for proper maintenance. Establishment of such shops is specifically provided for in the plan without, however, stipulating as yet specific data as to types, sizes and quantities of equipment required.

Wants new industries

The Government of Zambia also encourages establishment of new industries to substitute indigenous sources of supply of currently imported products and services to as large an extent as possible—particularly for those originating in Rhodesia and South Africa. Emphasis is on auxiliary engineering industries to serve the maintenance requirements of the copperbelt as well as other existing industries such as sugar refineries, breweries, textile plants and building materials manufacturing. A few machine shops do exist in major centers of the copperbelt to serve the mines with their mining, earthmoving, and transportation equipment, ore crushers, ore concentrators, smelters, boilers, pumps and other miscellaneous machinery.

All of these machine shops are equipped with antiquated machine tools. Among them is a Landis thread forming machine whose decades of excessively prolonged service bear testimony to the durability of U.S. machine tools.

Detailed statistics as to types and sources of imported machine tools in years past and at present are difficult to come by as such tools are lumped under the classification of "industrial machinery".

There is an urgent need, however, particularly in view of the current transportation difficulties for prompt establishment of machine shops with efficient and extensive machining capabilities, to enable the copper industry to properly maintain its equipment and thus, production—the life blood of Zambia.

Another problem

The maintenance of railroad equipment presents a particularly acute problem for the Government of Zambia. The central machine shops of the railroad which serves both Rhodesia and Zambia are situated in Rhodesia and their facilities and skills are only with difficulty available for repair and maintenance of Zambia's railroads.

A regional railroad workshop located in what is now Zambia's territory is ill-equipped and still dependent on technical staff from Rhodesia who are said to perform their duties with restrained enthusiasm. The upshot of it all is inadequate maintenance of locomotives and rolling stock and thus inability to haul coal and other goods from across the border up to the copperbelt and vice versa.

A British consulting engineering firm recently has obtained a contract to design and build a machine shop for Zambia's railroads. It should not be surprising to find their recommendations enabling the British machine tool industry to play a major role in supplying the necessary tools and tooling to the railroads. Similar problems as those besetting Zambia's railroads reportedly exist in the machine shops of the Ministry of Works.

In addition to the established shops, some small-scale metalworking enterprises already have come into existence—such as for the fabrication of structural steel products, metal furniture and other sheet metal work.

The feasibility of fabricating copper products in Zambia such as copper wire and tubing is now being investigated by several prominent foreign manufacturers.

More metalworking needed

Other metalworking enterprises are still vitally needed. The current import crisis prompted expatriate entrepreneurs in Zambia to discuss with us, for example, establishment of forge shops and manufacture of automobile bodies for vehicles to serve as a combined means of transport for commodities and passengers from and to rural areas, such as are common in West Africa.

In contrast with other industrially developing countries, Zambia is in the enviable position of being able to finance

the import of needed machinery largely through its own foreign currency earnings from copper exports. Major projects, however, such as the purchase of locomotives and aircraft from the United States amounting to about $28 million have been financed by the U.S. Export-Import Bank and improvements and surveys of the major Great North and East Roads have been financed, among others, by Italian financial institutions, the World Bank, and U.S. Agency for International Development.

Technical help needed

This relatively ample availability of foreign exchange leaves it, then, at the discretion of Zambia's entrepreneurs to choose their sources of supply of machinery as they see fit. And their choice is now expanding beyond the traditional and well established suppliers such as Britain and South Africa. Italy, Japan, Germany, Czechoslovakia and India, to mention but a few, all are investing appreciable sales efforts to establish themselves as suppliers of capital goods to Zambia—where there is not only growing demand, but also the capacity to pay for them.

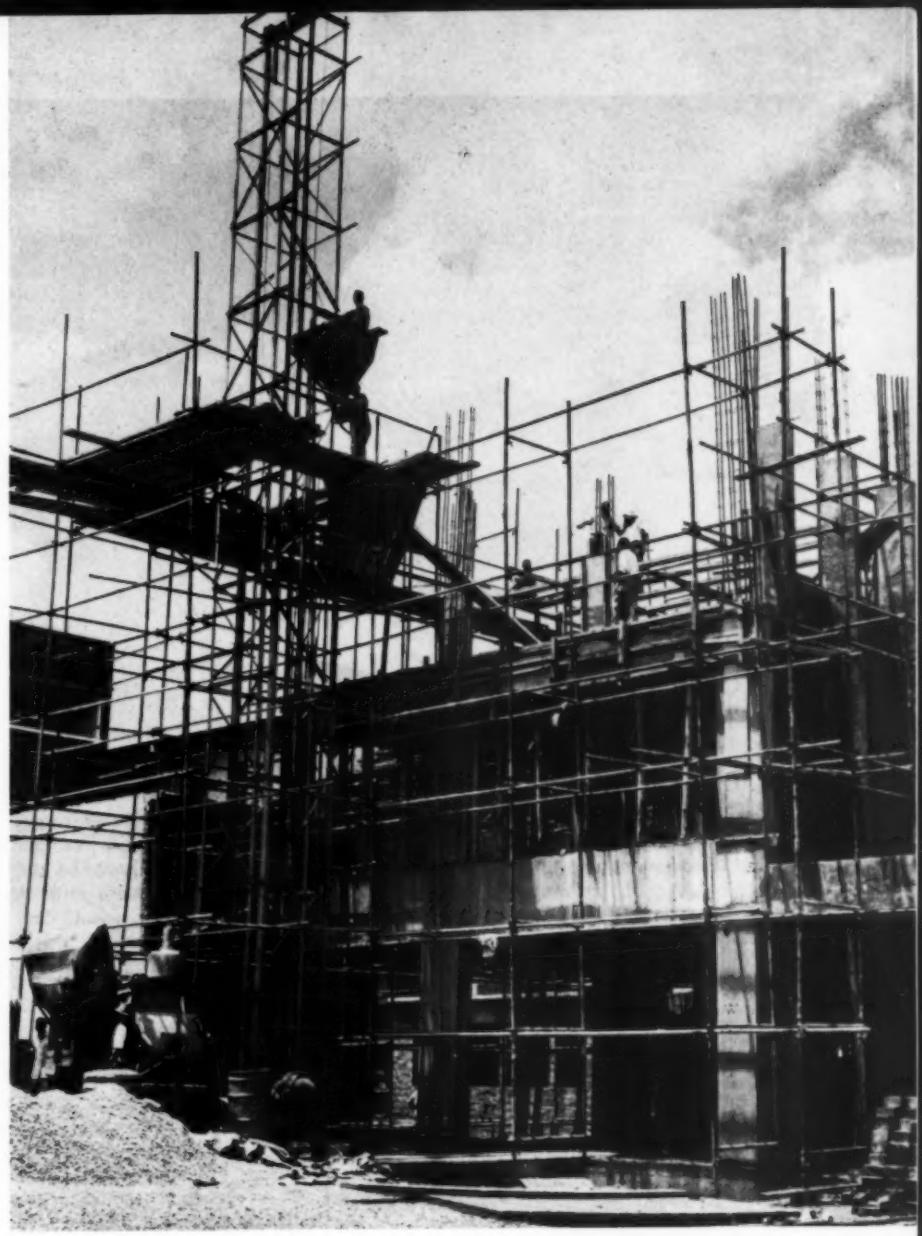
A serious impediment, however, to the economic and particularly industrial development of Zambia is the acute shortage of technical and managerial skills. Technical assistance and training facilities for Zambians both on-the-job and in their overseas plants is, therefore, an essential ingredient in any successful sales effort of overseas suppliers of metalworking machinery—not only of the more specialized types for which there is and is expected to be only limited demand, but also for essentially general purpose machine tools for maintenance shops.

Investment for education

The Government of Zambia is keenly aware of the urgency of educating and training its growing pool of unemployed and as yet unskilled labor. It has been estimated that Zambia as compared to many other lesser developed countries is making one of the highest per capita investments for education. Particular attention is being given to establishment of technical vocational training centers for specific skills needed in the existing metalworking enterprises—in both the private and public sectors—which are still largely dependent upon expatriate technical and managerial staff, as well as for new industries likely to be established.

The country providing the machine tools as well as the instructors for such centers could exert a significant influence on the quality of future Zambian engineers and mechanics. Conversations with senior Government officials and businessmen in Zambia, as in Ghana and other African countries, indicate that there exists a welcome role for American assistance—the U.S. machine tool and allied metalworking industries, U.S. consulting engineers, the International Executive Service Corps, and the U.S. labor movement—to cooperate in helping Zambia establish training centers and machine shops.

For this purpose, an Institute for the Development of Metalworking Industries in the industrially developing countries has been proposed and is likely to come into existence in the near future under the initiative of U.S. private enterprise. Such U.S. assistance should be directed toward training and guiding Zambians to assume responsibility as soon as possible, preferably as private entrepreneurs, for the efficient and profitable operation of these machine shops—which could provide on-the-job training for graduates of the vocational training centers as well as for academically trained Zambian engineers. There can be little doubt that such effort would be in the mutual interest of the United States and Zambia,



NEW COMMERCIAL BANK BUILDING, reflecting Zambia's increased business tempo, rises in Lusaka.

MISSION MEMBERS (l. to r.) Pence, Blum, Teitler (and company officials) inspect Zambian mine.

as it would tend eventually to expand U.S. trade and investment in Zambia.

For the short run, however, there are a few immediate measures which U.S. manufacturers of metalworking equipment should undertake to improve their business prospects in Zambia, such as the following:

- Take account of the political change in this part of Africa and no longer treat Zambia as an appendix to representation arrangements in South Africa or Rhodesia. Effective distributors must be developed in Zambia proper—not an easy task in view of the traditional business relations of the largely British business community with manufacturers in the United Kingdom.

To cope with this problem, a prominent U.S. manufacturer of earthmoving equipment recently established its own sales and service center in Zambia under U.S. management in association with other U.S. manufacturers in allied industries. This could be a useful pattern to follow.

- As British business interests are firmly established in Zambia and since European and Japanese price competition must be met, any British or other overseas subsidiary of U.S. manufacturers should also be encouraged to compete for the growing business potential.

However limited the Zambian market may be at this time for the metalworking industry, there exists a definite potential for moderate growth. This should be particularly so if the regional industrial development programs for East and Central African countries proposed by the U.N. Economic Commission for Africa would be accepted by the respective governments.

Commerce publications give data on Zambian market

Several publications prepared by the Commerce Department provide market information on Zambia. Among them are the following Overseas Business Reports, available at 15 cents a single copy:

Basic Data on the Economy of Zambia. OBR 65-57. July 1965.

Government Procurement Practices in Selected African Countries. OBR 66-65. October 1966.

Market Indicators for Africa. OBR 66-33. August 1966.

Market Profiles for Africa. OBR 66-36. June 1966.

Write: U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's Field Offices.

A list of business firms in Zambia is available at $1 from the Commercial Intelligence Division of the Commerce Department's Bureau of International Commerce.

Members in Zambia visit copperbelt, commercial centers

Meet with President Kaunda, other officials; tour plants

By WILLIAM B. POUNDS

The Mission visited Zambia Feb. 12-24.

The majority of business contacts were in Lusaka, the capital and an important commercial and financial center, where the Mission's Business Information Center was maintained.

Extensive Mission activities were also conducted in the northern copperbelt, and members met with local businessmen and officials in Ndola and Kitwe, major cities in the area. In addition, the Mission visited Livingstone, chief commercial center in the southern part of Zambia. Discussions were held with the Chambers of Commerce in Ndola, Kitwe and Livingstone and the Mission Director called on municipal officials in these communities in addition to Luanshya.

Sixty-four personal interviews and conferences with Zambian businessmen enabled the Mission to report about 70 trade and investment opportunities. Most of the trade opportunities concerned Zambian requirements for U.S. textiles, clothing, food products, and light machinery.

Visit plants

About a dozen plant visits permitted firsthand observations of Zambian farms and food processing plants, and inspections of mining operations in the copperbelt.

The Mission consulted widely with Zambian Government officials. Calls were made on Peter Matoka, Acting Minister of Commerce and Industry, and Andrew Sardanis, Managing Director of the Industrial Development Corporation of Zambia. In addition, conferences were held with Vice President Reuben Kamanga and Minister of Finance Arthur Wina.

At the end of its visit in Zambia the Mission was privileged to meet with Dr. Kenneth Kaunda, President of the Republic of Zambia.

Chance to sell canned, packaged goods in Zambia; machinery needed

Development Corp. welcomes food production, processing industries; for selling, local representation essential

By HENRY A. SAMTON

In the past Zambia has behaved like the housewife with a full larder, that takes the family to a restaurant to eat.

Although Zambia is large and fertile, a good number of foodstuffs have to be imported.

The subsistence farmer feeds his family on mealies made from maize, the one plentiful product. This, however, is changing. The Zambia Sugar Co. in Ndola, a member of the Tate and Lyle (UK) group, has transferred cane growing from Rhodesia to Nakambala Estate near Mazabuka in the south-central district. In a few years Zambia expects to be independent of sugar import.

Fisheries are strongly expanding. The poultry industry is in poor form. Energetic steps are being taken to improve dairying.

Canned goods market

A good market exists for all types of canned goods from the United States, mainly canned fruit and vegetables, but also meat, confectionery, and breakfast and baby food. U.S. condensed and evaporated milk is too expensive. These items come presently without exception from South Africa and Rhodesia and to a minor degree from Britain. As a result of import policy, a substitution by U.S. products, even if slightly higher in price, is a possibility—but only if U.S. firms actively seek the brokers. Representation in Zambia is absolutely essential; sales cannot be handled by a resident agent in Salisbury or Johannesburg and direct sales would be counter to customs.

In the cities of the copperbelt, in Lusaka and near the railroad, there are modern supermarkets that would welcome U.S. quality and packing. All the customary qualities and packages could be sold, tending to larger packages and institutional packs. Because of the delay in transport, no perishables should be imported.

Excellent opportunities exist for food production in Zambia. A number of industries are strongly welcomed by the Industrial Development Corporation, Government participation of 50% or more is available, and the usual stimulations of industry, tax holiday, accelerated depreciation, investment guarantee, and eventual duty protection. I mention particularly corn refining and any other use of corn.

Maize plentiful

Maize (corn) is plentiful in the country. Harvest by expatriate farmers and Africans together amounts to about 3.4 million 200-lb. bags or about 340,000 tons. With good growing weather much more is expected this year. Slightly more than half is cash crop; the rest is consumed by the small farmer in the so-called subsistence economy. A good part of the land with due care and fertilization can have a yield of 40 200-lb. bags per acre, a figure that equals or exceeds the best in our corn belt. I have seen cornstalks eight feet high with two months to go before harvest.

Part of the maize is exported, particularly to Congo (Kinshasa), Rhodesia, and Malawi, the total proceeds over £1 million ($2.8 million) in a good year. With agricultural extension service, actively promoted by U.S. AID personnel, seed control and larger use of fertilizer, the crop can be increased to provide carbohydrates for everybody and hopefully the presently pegged price of 31 shillings per 200-lb. bag can be reduced.

For corn oil

Two dry milling plants make cornmeal and flour, malt, and feeds. A starch-and-corn oil plant would find ample raw material and a ready market for its products. It would be most welcome since it would provide corn oil for the existing margarine factory of Unilever and glucose for confectionery production.

There is no chocolate and little candy production. Such a factory is listed as necessary. Confectionery is imported to a value exceeding $840,000. Wilson-Rountree of South Africa reportedly has plans for such production, but U.S. investment would be welcome. The only biscuit plant in Livingstone cannot keep up with demand; it enjoys duty protection of 30%.

Beverage and cigarette businesses are doing well. Two breweries and several bottling plants have a growing turnover, a sign that people will buy if foods are offered cheaply. This market appears well covered and two U.S. bottling companies play a prominent role.

No canning

The writer was quite surprised to find that not a single canning operation exists. While it is true that fruits and vegetables are not grown for sale and also the subsistence farmer grows little, possibilities exist for several factories if cultivation can be stimulated. For the commercial farmer this would require an assured outlet and price, and with two or three crops production could start quickly.

Farmers need some education, but the enthusiastic help of the Ministry of Agriculture is offered. An investment should offer to train surrounding farmers. The land is suitable for most tropical fruit and all vegetables. In the furthest northwest corner near Mwinilunga pineapples of excellent quality are grown but a distance of 360 miles to the line of rail make a factory still impracticable. In the main farming area in the center of the country citrus, mango, guava, papaya would be most successful. Tomatoes, cabbage, sunflower and all rootcrops grow quite well. For this the ideal place would be south of Lusaka in the fertile area of Mazabuka and Monze, also near Fort Jameson in the east. With some irrigation from the Kafue River year around crops could be obtained.

Irrigation equipment

U.S. irrigation equipment can be sold. It is essential to combine the start of canning operation with the education of the farmers to secure the crop. U.S. AID-supported teams for agricultural extension are on the spot. Zambian farmers are eager for an additional cash crop and have organized cooperatives; expatriate farmers also are eager to cooperate.

Canning operations also are needed for game and fish. The diet of Zambia is deficient in protein and according to the UN Food and Agriculture Organization, 30% of children below five years are suffering from malnutrition, particularly lack of vitamin and protein.

ZAMBIA'S FIRST COAL FIELD is tapped by a prospector's hammer in the hand of President Kenneth Kaunda. The field, in the Southern Province near Choma, is important to other Zambia industries.

There is an abundance of fish, mostly bream, in Lake Tanganyika, in Kariba Lake and in the large rivers. This is brought to market frozen but because of long distances, scarcity of refrigerants and transport, prices are high and supplies few. A fish canning plant in Abercorn or in the South would in the opinion of the writer pay for itself quickly.

Big game

Another little-explored industry is big game. The Luangwa Valley in the eastern part of the country has one of the largest animal reserves of Africa. Elephants, hippos and buffaloes abound, so much that some must be killed off as they destroy the territory and their own means of livelihood. Buffalo and hippo meat is quite good. There is an abattoir to provide the people with Biltong (dried and salted game meat) but complete exploitation of the animal for meat, skin, and glue would yield good results.

Cattle for meat is imported, mostly from Botswana. Dairy cattle are rather limited. U.S. know-how in dairy economy and the establishment of a feedlot and import of a cattle nucleus would be most welcome and would conceivably get the benefit of the Pioneer Act. A price ceiling on the whole carcass, however, somewhat limits initiative. Cattle diseases have been largely eliminated.

In East Africa similar dairy-cattle operations have been successful. Milk supply is insufficient. The Dairy Marketing Board operates a milk packing plant in Ndola that reconstitues milk from imported powder. Again, milk prices have been kept artificially low and do not encourage additional production. The Dairy Produce Board is by law the only purchaser.

No meat is canned—just curing and sausage manufacture—an area where Government would welcome one or more operations, but hogs are not available and beef cattle insufficiently so.

Equipment can be sold

Business can be developed to supply canning and food preparing machines to the new and existing enterprises. Independent agency arrangements in Zambia are essential, however—not sub-agencies operating through Rhodesia or South Africa.

The idea of the supermarket is popular in the larger towns in Zambia. For this reason, all products should be packaged. Actually bag-packing machinery for unit packing would find a market. Cardboard is not manufactured, therefore carton packing would be expensive. An operation recently taken over by St. Regis Paper intends to make corrugated cartons and multi-wall bags and will therefore provide a base for all industry.

Other forms of packing that the Development Corporation wants are cans and bottles. In the opinion of the writer quantities and expenses do not warrant bottle manufacture, although glass sand is available.

A canmaking operation in the center of the country is indicated. There is local interest in this, but leading U.S. companies would be well advised to start at least one versatile operation before European interests come in. This is one of the basic packages not presently available. The major areas of food canning would be located sufficiently near by. Already paint, oil and detergent cans are wanted.

In view of the wealth of Zambia, and the distances in the country and to foreign suppliers, the food processing industry should have a great future.

AID loan to help Dahomey build water supply systems

An $850,000 loan to the Republic of Dahomey in West Africa, to help finance a rural water supply project, has been authorized by the agency for International Development.

The Government of Dahomey will defray the local costs of the project, which will provide water supply systems for 15 towns, allowing the extension of some existing systems and installation of new facilities. The project is part of a $6.7 million investment program in water resources proposed in Dahomey's five-year development plan.

Under terms of the loan, a U.S. engineering firm will be selected to provide one engineer to oversee supervision of the project and help design pipeline layouts. The firm will also assist the Dahomey Government in procuring U.S. materials.

Don't overlook them

The U.S. Mission to Ghana, Congo, and Zambia brought back some 175 specific proposals for trade and investment in the three countries. Most of these leads are presented in the World Trade Opportunities section of this issue, pages 66-76, and in the Investment Opportunities section, pages 60-62.

U.S. companies that have not yet entered the African market, or those who already have agents or operations there, may wish to consider some of these requests.

Three-fourths of Zambia's people earn living from land; urgency of agricultural development clear

Government aims to increase production substantially; cooperatives opening new land, will import more tractors

By HARRY B. PENCE

With three-quarters—2.5 million people—of Zambia's population living in rural areas and earning their livelihood (average annual income $140) from the land, the urgency of agricultural development is clear enough.

To integrate these rural families into the cash economy and narrow the gap between their living standards and those of the richer sections of the community is one of the foremost objectives of the Government.

The short-term goal is to increase the real consumption levels of rural families 25% by 1970 and to raise the value of marketed farm produce to $78 million also by 1970 (compared with $26 million in 1963). An explicit feature of the program is that the great part of this increase should be accomplished by African farmers.

This policy has had the effect of creating a strong feeling of doubt among the larger and more successful European farmers about their future in Zambia and some are reported to be liquidating their holdings as best they can and are leaving the country.

The Government seems to realize that such an ambitious agricultural program will take much longer to achieve than development in other business sectors. It is more difficult to convert money into a successful new farm project than into, say, a successful new secondary school. Much of the planning has been on a trial-and-error basis and in this current proposal there is much evidence of the lack of any fully worked-out plan.

Some 600 farm cooperatives have been formed within the last year. Their goal is opening of new land for farming; each member must have cleared from 100 to 200 acres. They will aim to increase production of such crops as peanuts, tobacco, cotton to support proposed textile factories, and maize (corn) to meet domestic needs and provide exportable surpluses.

The cooperatives in 1966 imported 150 Massey-Ferguson, Ford and Nuffield tractors and equipment from England. This equipment was placed in tractor pools for the use—on a lease or contract basis—of members.

The tractors arrived too late for field use in 1966. Because of fuel rationing, and because the training of tractor drivers and servicemen is behind schedule, only 70 of these units will be used in 1967. The remaining 80 units, it is estimated, will be sufficient for 1968 needs. Thereafter imports are expected to be 400 tractors—about 40 for each of the country's eight provinces—in the second step and up to a grand total of 3,600 ($1,680,000 budget).

The plan provides that this total importation be reached by 1970, but it is now evident that fuel rationing and lack of trained personnel will extend it at least another two or three years. Companies wishing to get some of this business will be expected to furnish technical help to work with local officials in selection of hp. size and models of tractors and the equipment to be used with them.

Companies also will be expected to assist in the training of tractor drivers and competent service personnel. Government officials must be convinced that adequate supplies of spare parts will be available.

Another part of the agricultural development plan is a $22,400 fertilizer subsidy scheme. The free fertilizer subsidy scheme will be used for demonstrating, on selected farms, the higher yields it can produce. The hope is that such demonstration plots will create wide acceptance of the use of fertilizer and provide the basis for a larger plan.

The Lusaka cotton gin operation is encouraging, although it has been in use only one year. A Burley tobacco auction floor will be set up in Lusaka for disposal of the increasing local production of Burley tobacco.

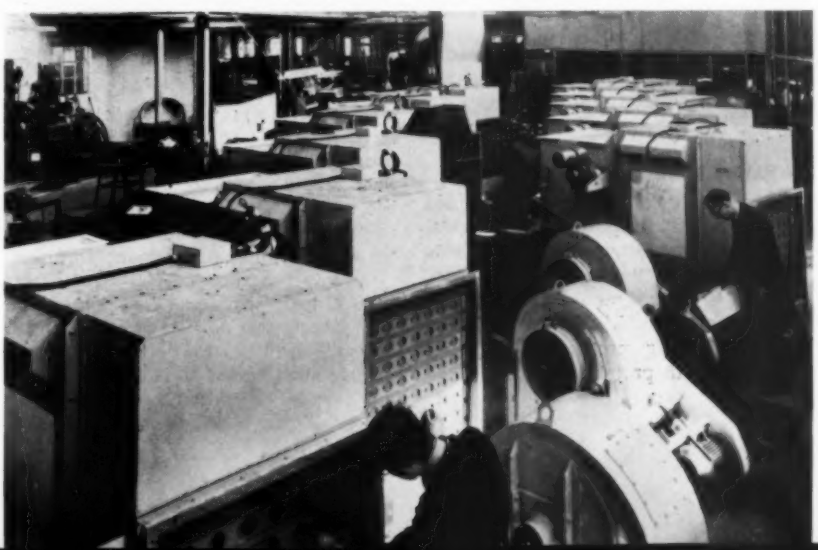
The cattle industry is also included in the Government's planning although final details have not been announced. Commercial production still falls short of domestic consumption even at present levels of average income.

Industrial machinery, too

Construction of one or all of the several proposed highways and/or railroad to provide new outlets to ocean ports creates the possibility of substantial sale of industrial equipment. To get this business, U.S. suppliers will need to keep in close touch with developments. Contracts are usually let to successful contractors on Government call for bids on specific parts of the overall project. The contractor is the usual purchaser of the industrial equipment required.

There are machinery sales to be profitably made in Zambia if U.S. firms will go after them aggressively. Principal competition is from European manufacturers.

SEPARATING EQUIPMENT is readied for shipment to Zambia's first tobacco redrying plant. (AMF photo)



Opportunity for U.S. investors lies in Zambia's emphasis on industrial diversification

National Development Plan proposes capital investment from Government, private sources of $1,201 million

By ASA T. SPAULDING

The overtaxed hotels and the stream of businessmen, trade missions and survey teams to the young Republic of Zambia is evidence enough of the interest in the new opportunities for trade and investment in one of Africa's fastest moving independent countries, and of the desire of enterprising businessmen to get in on the ground floor.

Zambia's gold and foreign exchange holdings amount to about $200 million, the highest per capita in Africa.

Copper principal source

Copper production is the source of 92% of Zambia's foreign exchange earnings. It set new records in 1965 and despite current supply problems stemming from the Rhodesian rebellion, the outlook is good for the future. Zambia is one of the three largest producers of copper in the world and the continued worldwide demand for this product at increased prices is in Zambia's favor Its wealth, at present, comes from a corridor barely 90 miles long and 30 miles wide—the fabulous copperbelt—yielding more than $560 million worth annually. This dependence on copper, however, could work to Zambia's serious disadvantage. Aware of this, the Government is working toward diversification. Herein lies the challenge and opportunity to U.S. businessmen and investors.

National development plan

Zambia's First National Development Plan (1966-70) proposes a total capital investment from Government and private sources of $1,201.2 million for the period. The aim is to lay foundations for diversification, increased employment, and future increasing prosperity. The Development Plan projects a minimum investment of $789.6 million and anticipates private investments of at least $411.6 million. The Government's securing revenue over the period of the plan has been estimated at $1,469.4 million, thereby building up reserves of foreign currency.

Agriculture has taken the lead in the economic diversification program. It is expected to provide import-substitution products and an increasing number of jobs. Among the crops especially singled out for emphasis are those in which Zambia is not self-sufficient; namely sugar, cotton, fruit and vegetables, coffee and tea. Production of livestock and oil seeds also is stressed. Zambia's principal agricultural export at present is tobacco. Confectionery peanuts are another important export.

To promote investments in manufacturing the Government has enacted "pioneer industries" legislation granting tax holidays to qualified businessmen. Those industries covered include food processing, low priced clothing, textiles, plastics, automobile and truck assembly, low-cost furniture, housewares, nitrogenous fertilizers, pharmaceuticals, rubber tires, paper products, cement, glassware, cosmetics, record processing plant, dry cell batteries, and radio assembly.

Zambia's Government is headed by a highly respected President and young energetic Ministers with competent technical advisors. They are dedicated and progressive in their ideas, and are urging their people to help themselves to a better life, and at the same time are inviting industrial and business interests throughout the world to share in the country's future.

Twenty-five major U.S. companies have already invested in Zambia. Total U.S. investments now stand at more than $53 million (estimated book value). They include such names as American Metals Climax (AMAX), Caltex, Mobil, Le Tourneau-Westinghouse, Singer International, Chase Manhattan Bank, International Tel & Tel, Chesebrough-Ponds International, Chrysler International, Continental International Finance Corporation, and International Basic Economy Corporation of New York.

In determining whether or not to take advantage of the opportunities in Zambia, it might be well to keep in mind that this country and its economy are still young and are confronted with many of the traditional problems of other developing nations, and that along with the many favorable factors there are also some drawbacks.

Favorable factors are: Stable and efficient leadership; maintenance of a surplus in domestic revenues over expenditures; continued worldwide demand for copper, of which Zambia is one of the world's greatest producers, resulting in a favorable balance of payments; emphasis placed on import-substitution industries and the agricultural promise in such areas as forestry, cattle ranching, cotton, tobacco, and groundnuts.

Unfavorable factors are: Lack of trained personnel—reportedly, at the time of its independence, not more than 100 college trained people; loss of expatriates whose technical training is needed to fill the gaps; the problem of transportation which is improving but is still a handicap.

Measures are being taken to keep inflationary trends under control.

Need for housing

There is a tremendous need for housing of all grades in this young country. A high-ranking official in the Industrial Development Corporation (INDECO) said the need for medium grade housing alone, and for which there is a ready market, exceeds 10,000 units. "Medium grade" was defined as a house ranging in size from 400 to 750 square feet. Such houses, he indicated, could be built on a large scale basis, with the customary facilities, at an average cost of $4,200 to sell for $5,600. Financing would be for periods up to 20 years with a minimum interest of 7¼%. This could be Government guaranteed.

In referring to the need and opportunities for farming on a highly profitable commercial scale, the same official characterized them as "fantastic." Now is the time for adventurous U.S. businessmen and investors to enter on the ground floor the growing economy of this developing African Nation while the doors of opportunity are held wide open for development multi-racially.

ASSEMBLY HALL AT MUNGWI, new town 18 miles from Kasama, Northern Province business center.

MISSION REPORT: CONSUMER GOODS

Zambia offers market for U.S. merchandise, but suppliers need to make strong sales effort

Exporters will have 'to shake the tree vigorously to get the apples;' retail prices high, U.S. brand goods scarce

By RICHARD J. BLUM

Development of the market for U.S. consumer goods in Zambia will require great effort, but the opening exists.

Retail prices are high. Mission members were told that in South Africa identical and even better goods can be purchased at lower prices.

The Zambian Government has decided to attempt to correct this by price controls. Such a policy can eliminate profiteering (if any exists) only by the retailer. If high prices are brought about —as I suspect they are—by factors occurring earlier in the economic process than the retail mark-on, the Government will succeed only in reducing the availability of desirable merchandise and force the public to buy in a black market or to do without items they want.

A thorough study of the transportation costs and the time it takes to get delivery is needed. While merchandise is in transit, interest on the investment is building up—as well as spoilage and deterioration. Much retail merchandise is perishable.

For a Zambian retailer to offer his customers any breadth of selection he will undoubtedly be faced with a higher markdown than exists in most areas.

A simple way

Effort must be made to persuade Zambian retailers to make connections with New York resident buying offices, as well as Los Angeles and other U.S. markets. This seems one of the simplest ways for them to be properly stocked with new, fashion-right, well selected U.S. goods.

A few large U.S. manufacturers of consumer goods can by license or joint venture present their trademarked goods in Zambia. This requires a large set-up however, which the Zambian market will rarely support as yet.

The support by our own Government of the promotion of U.S. produced consumer goods could be a good-will builder. Numbers of residents of Lusaka would be delighted if they could buy good, dependable, imaginative U.S. merchandise at retail stores in Zambia. Local businessmen talked with us about the limited supply and high prices of branded men's shirts in Lusaka, the lack of U.S. branded dress lines, and the need for reasonably priced men's ready-to-wear suits.

We should encourage U.S. producers of consumer goods—soft goods and hard goods alike—to go after this market. Surely Zambians can use U.S.-produced air conditioners, stoves, refrigerators, washing machines, clothing, handbags, men's wallets, belts, hosiery, cooking utensils, and children's apparel.

By conversation with local Lusaka merchants I learned that in buying apparel from the United States all merchandise must come by air freight. Dresses must be bought in small quantities because women won't buy a dress that exists in these small communities in any large number. Women don't want their dresses to look like a uniform.

Matrons' market

On the other hand, I learned that there is a growing market for selling to young Zambian matrons or their unmarried counterparts. These are people with discretionary income. They now earn about £45.0.0 a month ($126) whereas 10 to 12 years ago they made about £1 a month (at that time, equivalent to $4.20). Their food cost has not doubled and they often rent from their employers in company-owned housing; so they have money to spend on apparel, accessories and minor luxuries.

Our problems in selling to such consumers are still great; for example, delivery time, cost of air freight, 30% duty on dresses, and fashion selection. Zambian retailers should engage permanent U.S. representation—buying agents, for instance, in the New York and Los Angeles apparel markets. The U.S. buying offices must send illustrations to the Zambian retailers.

The prime U.S. cost must be about trebled for the retailer to come out "live" when his retail price is set. Chances are that the prime cost in the United States will end up with a landed cost in the Zambian retailer's receiving department of almost double the prime cost. If the retailer adds only 50% to his landed cost (and that is a low mark-on of 33⅓%) he will be charging his customer three times the U.S. cost price of the garment. Another problem is that the seasons are reverse those in the States.

Zambia's leading department store—a well managed, well kept, well stocked store—and an outstanding ready-to-wear shop were visited. After some four hours'

discussion with the owners of these two establishments, and after studying their inventories and buying methods, I am convinced that for us to sell U.S. consumer goods in Zambia in a big way American manufacturers must really want to export to that country and must go after business with more planning.

Each manufacturer must have good salesmen there to call on customers with samples. Merchandise must be delivered exactly like sample and exactly as ordered. The department store does carry some U.S. merchandise. Their principal brassiere line is a branded product made in New York. The store owner told me that the manufacturer has had a first class salesman calling on him for years. He does not have to pay for the merchandise until his customs broker has confirmed arrival of the shipment to him.

I also visited and talked with the manager of a large, lower-priced department store. Part of a chain, the store has been represented in New York by a large resident buying office—but is not too pleased with it and carries very little U.S. goods. Moreover, they carry a large part of their soft goods from one important British firm.

Carries U.S. camera

In addition, I had an interesting visit with the manager of a fine, well-merchandised wholesale firm specializing in such items as cameras, optical goods, radios, and microscopes. They now carry exclusively a leading U.S. camera line, and sun glasses. They are interested in buying other U.S. products.

The mission, visited the Industrial Development Corporation of Zambia, which is promoting the Government plan for a large subsidized wholesale operation and warehouses in all eight provinces. Just now being set up, it will be buying very soon. The Government reportedly has appropriated £1 million ($2.8 million) to start them off. The general manager and his associate say they want to buy in the United States. They are interested in such items as bright-colored, large patterned sport shirts and similar popular-priced sportswear; also, second-hand clothing to warehouse throughout Zambia—to supply the small local retailers.

There is a market in Zambia for many U.S.-produced consumer goods. However, it is not going to fall into our laps. U.S. manufacturers are going to have to shake the tree vigorously to get the apples. It will be a growing market and if we give it proper attention we will benefit—both the individual U.S. manufacturers who develop it and our national economy as a whole.

Zambia's transportation shortage poses problems for shippers, but spurs market for equipment

Use of traditional system lessens, while imports expand; transport and construction machinery, as well as know-how are needed for development of alternate supply routes

By EDWARD MARKS
Economic Officer, U.S. Embassy, Lusaka

Zambia's current transportation shortage, resulting partly from diminishing use of its chief traditional system and partly from an increasing volume of imports, poses problems for suppliers from abroad.

At the same time, the country's efforts to establish alternate supply routes offer opportunities for sale of U.S. equipment —both transport and construction—and the provision of U.S. know-how in relevant fields.

The traditional principal transportation route into and out of Zambia is the Rhodesia Railways system which transits Rhodesia and enters Zambia at Livingstone, operating up to the Congolese border. There it connects with the BCK railway line of the Congo's Katanga Province which in turn connects with the Benguela line of Angola which runs to the port of Lobito.

Before the Southern Rhodesian Declaration of Unilateral Independence (UDI) on Nov. 11, 1965, this railway line, which operates primarily as a delivery and transport system to and from the Mozambique ports of Beira and Lourenco Marques, handled the overwhelming percentage of Zambian imports and exports; these included coal from Southern Rhodesia's Wankie colliery and petroleum products from the Feruka refinery near Umtali, as well as general goods originating in Southern Rhodesia.

In addition, a good all-weather paved highway runs from the Zambian copperbelt via Lusaka and Chirundu to Salisbury and other Southern Rhodesian centers. Another all-weather highway branches off to follow the rail line to Livingstone and on to Southern Rhodesia. Both are used extensively for truck transport, carrying many commodities originating in Rhodesia and South Africa.

With Rhodesian UDI the Zambian Government determined to increase its efforts to diversify its supply routes so as to lessen, and perhap eventually eliminate, its dependence for egress to the outer world upon the southern African facilities.

First major shift

The first major shift, however, was forced upon Zambia by the British application of oil sanctions to Southern Rhodesia. The Rhodesian rebels immediately cut off all exports and transit of petroleum

AUTHOR OF THIS ARTICLE, Edward Marks (r.), Mission member Samton talk trade with Zambian official.

products with the minor exception of small amounts of lubricants.

The crisis posed by the sudden cessation of petroleum supplies was met by the highly dramatic petroleum airlift, provided by the U.S., British and Canadian Governments during the opening months of 1966. Meanwhile the Zambian Government was proceeding with other, longer range plans to safeguard the Zambian economy from the inherent dangers of dependence upon an unrecognized rebel regime condemned by the UN and almost all of the world nations.

Alternative supply routes

These plans are usually referred to as the alternative supply routes program. It has several components, involving creation and expansion of road transport organizations, improvement of existing roads, establishment of a permanent airlift capacity, and provision of various types of equipment necessary more efficiently to carry on import and export operations along these alternative routes.

Among the routes to be developed are the air corridors to Dar es Salaam, Nairobi, and Kinshasa; the Benguela railway route to Lobito; the rail and river route through the Congo Republic via Port Franqui to Matadi; the long road haul to Salima in Malawi, thence by rail to Beira; and the Great North Road to Dar es Salaam in Tanzania.

Major Zambian efforts are being devoted to two operations, first establishment of a Zambian cargo airline (Zambia Air Cargoes) which now operates four Lockheed Hercules C-130's carrying copper out and petroleum in on a regular Dar es Salaam-Ndola run. A fifth Hercules has been ordered for delivery in April 1967. The second, and considerably more important Zambian effort, is development of the Great North Road which runs from Kapiri Mposhi in Zambia to the Tanzanian capital of Dar es Salaam. This road connects Zambia to the nearest major port controlled by an independent African government.

Great North Road

The Great North Road is more than 1100 miles long, roughly half in each country. Except for a few hundred miles of tar surfacing, it is gravel—with an effective truck speed limit of about 30 miles per hour. Under a contract financed by the U.S. Agency for International Development, the Stanford Research Institute recently completed a full scale study of the road, assessing the economic feasibility of its development as well as the economic feasibility of a petroleum pipeline from Dar es Salaam to Zambia.

ZAMBIAN COPPER WIREBARS, bound together for easy handling, are being loaded at Ndola airport.

Various improvement projects on the road are already underway: the World Bank has provided a substantial loan for construction; the Zambian Government is spending about $9 million to resurface parts of its section of the road; the U.S. Government has allocated funds for a full design survey of the worst 300 miles of the Tanzanian section; and the Zambian Government has lent money to the Tanzanian Government to provide increased port facilities at Dar es Salaam to handle the increasing Zambian imports entering via Tanzania.

A third major aspect of the Zambian supply problem is the question of ownership and management of Rhodesia Railways. This is currently a unitary system, owned jointly by Rhodesia and Zambia but managed by an administrative organization located in Rhodesia. As Zambia, for many reasons, does not find this arrangement satisfactory, it has declared its determination to divide the railway into its constituent segments, creating an independent Zambian Railways.

In anticipation of this move, and in preparation for growing Zambian requirements, 26 American International General Electric locomotives were ordered and are now beginning to arrive, as well as the first deliveries of 1300 railway cars ordered from the United Kingdom (800) and Japan (500). In addition, an extensive recruiting program has been undertaken to replace departing Rhodesian railwaymen with expatriate technicians directly contracted to a Zambian organization.

Despite these government actions, Zambia still finds itself largely dependent upon a southern orientated transportation system. Although petroleum supplies are being imported by alternative routes, general goods traffic continues to move on the Rhodesia Railways—although small but growing quantities are beginning to enter the country via other routes. Some greater success has been achieved in exporting copper by other routes. About 50 to 75% (depending upon the level of production) is now being shipped via Tanzania and Angola.

Bottleneck narrows

As a result of the political and economic strains of the Rhodesian crisis, there has been a diminution in the effectiveness of the Rhodesia Railways system which has not been matched by increases in alternative route capabilities. To this may be added the normal increase in import requirements typical of a growing economy, plus the additional requirements needed to implement the country's ambitious Four Year Development Plan. The neck of the bottle has narrowed while the thirst has increased.

This poses a prob'em for suppliers interested in meeting Zambia's increasing import needs, as the dependability of shipments is not assured, and costs thereby mount. These problems are temporary and will be solved with time. Meanwhile those who do attempt to supply Zambian customers by imaginatively using such facilities as are available will reap a long-term commercial advantage.

East-West trading, ten-year plan, new investment in emerging lands urged by business unit

National Export Expansion Council's action committees offer more than 50 ways to accelerate U.S. exports

More than 50 ways for government and business to accelerate U.S. export growth, and to stimulate investments in developing countries were recommended by two action committees of the National Export Expansion Council in reports this month.

The recommendations include specific suggestions for increasing peaceful trade with the communist nations of Eastern Europe, for developing a ten-year national export expansion program, and for expanding mutually profitable trade and investment by U.S. business in the less developed countries. It was urged that:

1) Both a short-term export expansion action program, and a long-range program, around which business and industry can plan and program their international business for the next decade, are needed.

2) Short-term efforts should center on the companies that now account for the major share of U.S. exports and have the knowledge and capability to make a major contribution to export expansion without delay.

3) Both programs should have tangible, measureable goals, and a system for auditing results. There must be specific targets, specific action, and specific scorekeeping.

4) An export expansion program, projected for ten years, should be planned to analyze the total potential for American exports, market by market.

5) There should be an expansion of electronic data processing involving market information, trade opportunities, identification of prospective exporters, and compilation of export data to permit tabulation of results.

6) Expansion of East-West trade is highly desirable. Enactment of legislation similar to the proposed East-West Trade Relations Act of 1966, which was not enacted by the Congress, is recommended by the committee. In trading with the Eastern European bloc countries, the committee favors a nondiscriminatory tariff approach and urges the removal of obstructions now blocking trade expansion in this area.

7) Responsiblity for development of U.S. international trade must be centralized, with permanent provision for the representation of international trade interests at the Cabinet level of government.

8) International business should be accorded greater importance and broader support within all elements of the Executive Branch and U.S. business.

On trade and investment in developing countries, there were recommendations both for U.S. business action and for U.S. Government action.

Basic changes suggested include the following:

1) The Agency for International Development is asked to give increased attention to long-term U.S. export potentials in developing and implementing its programs.

2) U.S. firms generally are urged to step up the level and quality of their trade and investment efforts in the less developed countries. The committee considers it short-sighted to give marginal attention to these areas, which are inhabited by 70% of the world's total population.

3) The U.S. Government should not compartmentalize exports and overseas investments but should recognize that exporting, licensing, and foreign manufacturing are closely interrelated ways of doing business abroad.

4) A top-level interdepartmental government task force should be established to work out, with representatives of busi-

What shapes world trade today

"The atmosphere which currently exists in international trade" was described by the NEEC Export Promotion action committee in these terms:

► There is a remarkable change in the standard of living taking place in many parts of the world. A rising middle class, with disposable income, has injected a new note of vitality into the economies of the developed countries of Western Europe and Japan. Even in less sophisticated areas there is a noticeable increase in the capability of ordinary people to purchase goods and services . . .

► Improved transportation, highlighted by the jet airplane, has reduced the "size of the world."

► The many emerging nations, although not affluent at this time, are providing a new base for economic expansion and new export opportunities.

► Technical advancement in communications has given international trade a new capability, shortened transaction time span, and accelerated the flow of marketing information.

► Some of the risks of international trade have been reduced by containerization, improved ports, new vessels and planes, and new materials handling techniques.

► Improved education on international subjects has provided a growing knowledge of economics, geopolitics, and other factors in the flow of commerce between nations.

► The accelerated mobilism of people, demonstrated by the soaring growth of international tourism, has created an interest and awareness of the products, services, and cultures of other people . . .

► There is a resurging effort on the part of all major nations of the Western world to compete vigorously for international markets. In addition, the countries of the Socialist Bloc are rapidly becoming serious contenders in the world's foreign markets.

AT NATIONAL EXPORT EXPANSION COUNCIL MEETING government and business shared the rostrum. Acting Secretary of Commerce Alexander B. Trowbridge is at top, Carl F. Gerstacker of the Dow Chemical Co., chairman of the Council at bottom left, as they addressed the 70-member council.

ness, an effective program of tax inducements for both exports to and investments in the developing nations. This program should be submitted to Congress at the earliest appropriate time. Consideration should be given to including in the program measures which act to reduce the capital at risk through investment credits or write-off of losses, and provisions that increase returns through lower effective tax rates.

5) The United States should make increased efforts to help the developing countries expand their exports. The committee emphasizes that increased foreign exchange earnings will both facilitate the development of these nations and make possible an expansion of U.S. exports to and investments in them. It suggests that the United States should examine carefully the feasibility of reducing tariffs of particular importance to these nations and should urge other industrialized countries to do the same.

6) Governments of developing nations should make new and objective reviews of the unique contributions of capital, technology, and skills which business firms from the United States and other industrialized countries can make to their development objectives. In the light of such reviews, these governments should seek to develop investment climates which are attractive to foreign investors and also consistent with their own needs and political principles.

The committee reports—one on U.S. exports promotion and the other on trade and investment in developing countries—were formally considered and approved by the 70-member Council.

Secretary's praise

Acting Secretary of Commerce Alexander B. Trowbridge, to whom the reports have been transmitted, commended the business executives serving on the committees for the intensive study and thought they have voluntarily devoted to their joint tasks during the past year.

The Council advises the Secretary of Commerce on international business policies and programs. Carl A. Gerstacker, chairman of the board of the Dow Chemical Co., Midland, Mich., is chairman of the Council.

Mr. Gerstacker said, "The stakes involved are too high for us to risk half-hearted or off-and-on efforts. The Action Committee on Trade and Investment in Developing Countries, for example, is convinced that U.S. firms will be doing substantially more business in the markets of the less developed countries by, say 1972, if the kind of continuing program the committee suggests is put into effect than if it is not."

The report of the Action Committee on Export Promotion was presented to the Council by General James M. Gavin, chairman of Arthur D. Little, Inc., Cambridge, Mass.

Secretary Trowbridge awarded certificates of appreciation to six business executives for their voluntary services as officers and action committee chairmen of the National Export Expansion Council besides Mr. Gerstacker, they are:

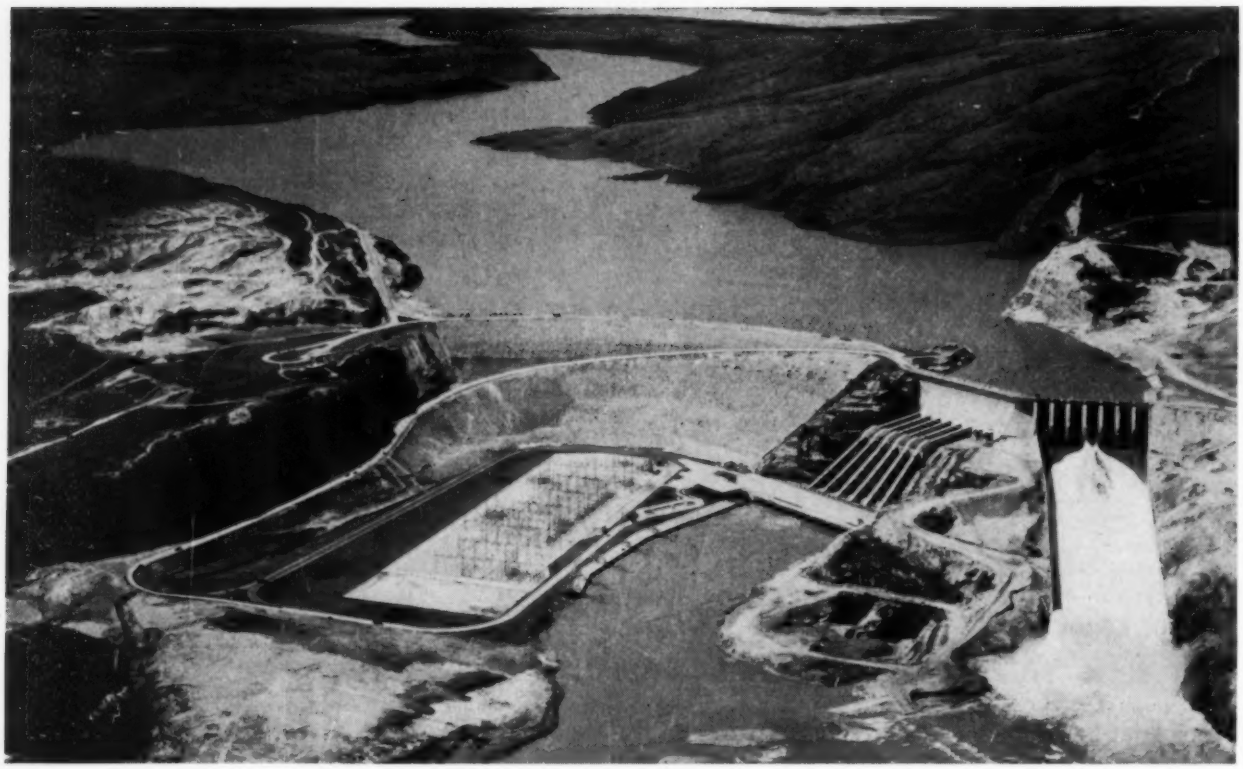
Luther H. Hodges, former Secretary of Commerce, now chairman of the board, Research Triangle Foundation of North Carolina, Raleigh, N.C. honorary chairman of the Council.

Robert F. Dwyer, Dwyer Forest Products Company, Portland, Ore., vice-chairman of the Council and chairman of the Council's Action Committee on Ocean Transportation, Freight Rates, and Export Expansion.

Donald W. Douglas, Jr., president, Douglas Aircraft Company, Inc., Santa Monica, Calif. chairman of the Action Committee on Export Financing.

John R. Kimberly, president, Kimberly-Clark Corporation, Neenah, Wis. chairman of the Action Committee on Export Promotion.

Thomas H. Miner, president, Thomas H. Miner & Associates, Inc., Chicago, Ill. chairman of the Action Committee on Trade and Investment in Developing Countries.



HUGE FURNAS POWER PROJECT is evidence of giant strides being made throughout Latin America. This Brazilian project was aided by the World Bank.

AT HEMISPHERE 'SUMMIT'

Full agenda faces leaders

Measures to improve Latins' world trade position get strong emphasis

Measures to improve international trade conditions for Latin America are high on the agenda for the Western Hemisphere "summit" meeting this week at Punta del Este, Uruguay.

Delegates will put great emphasis on a pooling of markets through an integrated system and the elimination of protectionist tariffs which will, it is expected, lead to the modernization of old industries and the development of major new ones which can compete successfully in world markets.

A Latin American Common Market also would allow for freer movement of basic materials among the countries.

As envisioned, the Latin American Common Market would grow out of two existing organizations—the Central American Common Market and the Latin American Free Trade Association.

While progress in LAFTA, which includes Mexico and ten South American countries, has not been as fast as in the CACM, intra-LAFTA trade increased from $775 million in 1962 to $1.4 billion in 1965. Over 9,000 tariff concessions have been negotiated since LAFTA was created.

By mid-1966 an estimated 95% of intra-Central American trade had been liberated from border duties, quotas and other restrictions. By the end of 1965, intra-Central American market trade had increased to a level equal to 15.5% of the region's trade, against 7.5% in 1961.

A special meeting of the Inter-American Economic and Social Council last June reached agreement on proposals to add an amendment supporting establishment of a Latin American Common Market to the Organization of American States Charter. At Buenos Aires this February, the foreign ministers of the hemisphere signed a protocol of amendments to the Charter which includes an article calling on member states to accelerate the establishment of such a market. The amendments will now go to legislatures for ratification.

In August, the Presidents of Colombia, Chile and Venezuela, along with representatives of the Presidents of Ecuador and Peru, met and issued the Declaration of Bogota. This set forth suggestions for a Presidential summit conference and emphasized the need for accelerating hemispheric economic unification.

During the same month, the Inter-American Development Bank created a $16.5 million Pre-Investment Fund for Latin American Integration. These re-

Latin America Today

COUNTRY	POPULATION (1966)			AREA			GNP AND POWER		
	Total (Millions)	Rate Growth (%)	Density per sq. mi.	1,000 sq. mi.	% cultivated	Agricultural acres per capita	GNP ($ millions)	GNP per capita	Power per capita (kwh, per year)
19 REPUBLICS	236.9	2.9	31	7,710	25	5	88,286	384	400
Argentina	22.7	1.6	26	1,084	50	17	16,050	718	690
Bolivia	4.2	2.4	10	424	13	8	599	145	130
Brazil	84.0	3.0	26	3,280	15	4	21,970	270	410
Chile	9.0	2.4	30	286	17	3	4,257	485	690
Colombia	18.5	3.0	40	440	17	3	5,103	284	320
Costa Rica	1.6	3.8	80	20	30	2	593	395	430
Dominican Republic	3.7	3.6	200	19	26	1	960	265	140
Ecuador	5.2	3.4	50	112	19	3	1,128	222	110
El Salvador	3.0	3.2	360	8	51	1	795	273	140
Guatemala	4.8	3.3	110	42	19	1	1,410	305	90
Haiti	4.8	2.3	450	11	31	0 4	327	70	19
Honduras	2.3	3.1	50	43	38	4	504	223	80
Mexico	44.2	3.5	60	760	52	6	19,415	455	400
Nicaragua	1.7	3.5	30	57	13	3	588	355	190
Panama	1.3	3.2	40	29	18	3	617	495	400
Paraguay	2.1	2.6	13	157	27	14	443	221	60
Peru	12.0	3.1	23	514	16	4	4,281	367	330
Uruguay	2.8	1.4	40	72	86	14	1,555	573	640
Venezuela	9.0	3.4	26	352	21	5	7,691	882	920
OTHER									
British Honduras	0.1	3.1	12	9	2	1	39	370	170
Guyana	0.7	2.8	8	83	13	10	193	298	230
Jamaica	1.8	2.6	420	4	45	0.7	873	489	450
Surinam	0.4	2.9	7	55	0.3	0.4	139	392	690
Trinidad and Tobago	1.0	3.0	500	2	35	0.4	630	646	930

sources will be used to finance feasibility studies of multinational or regional development projects.

Latin America's development efforts are limited by its export performance. Organization of American States statistics demonstrate a continued decline in Latin America's share of total world export receipts. This is despite the fact that its export earnings rose from $8.2 billion in 1961 to an estimated $10.8 billion in 1966—an average annual rise of about 6%. In 1950 Latin America received 10.6% of world export earnings. This fell to 7% in 1961 and now is below 6%.

OAS experts believe the value of Latin American exports may increase by only $300 million in 1967, or about 3% over 1966. This represents only half the growth rate of previous years of the Alliance for Progress.

Other revealing figures include these from an analysis by the Inter-American Development Bank: Latin America's share of U.S. imports dropped from 31% in 1956 to 17% in 1965. Its part of Western European imports fell from 6.4% in 1956 to 4.7% in 1965.

Various factors enter into this worsening picture, including market structures, financial conditions, and actions that limit the access of Latin American exports to world markets.

Administrative measures and financial and exchange policies in Latin American countries along with weak export promotional efforts also frequently discourage exports. The result is the impediment of Latin American economic growth.

A new thrust to overcome such problems is expected to emerge from the summit conference's search for techniques to accelerate Latin American economic integration and industrial development, coordinate multinational action for infrastructure projects, identify measures to improve international trade conditions in Latin America, and in general to intensify inter-American cooperation.

Foreign debt position

Latin America's deteriorating debt position has been brought into better balance under the impetus of the Alliance. This favorable development reflects the large inflows of long-term development capital, replacing the shorter-term commercial credits on which Latin America was relying to a great extent in earlier years.

While Latin America's outstanding public debt doubled between 1960 and 1966, this was offset by the area's ability to rely upon advantageous long-term borrowing at low interest rates, and a greater percentage of the new money was allocated to development purposes.

Since 1960, Latin America's annual debt service has increased by 25%, about

the same as GNP. Export earnings have increased more than debt service payments. Nevertheless, Latin America continues to be heavily burdened with foreign debt.

Steps are now being taken to close loopholes in the enforcement of International Coffee Agreement quotas through institution of a stamp system for exports to quota markets and tighter import controls on non-quota coffee. Plans are under way to establish a Diversification Fund to help countries shift from coffee production into commodities which enjoy a better market.

World cocoa and sugar prices also are causing concern among Latin exporters.

U.S. assistance

The U.S.'s financial contribution to its partners within the Alliance for the period 1961-66 totaled more than $6.5 billion.

President Johnson in his message to the U.S. Congress on the Latin American summit meeting recommended that Congress approve a commitment to provide an additional $1.5 billion in U.S. aid over the next five years.

That additional amount would be channeled to new efforts in agriculture, education and health; a Latin American Common Market and multinational projects, including communications, roads and river systems.

Last year was marked by increased emphasis on food and agriculture, health, education, housing and community development. This trend is expected to continue.

A new level of loan authorizations in support of the Alliance highlighted AID's assistance activities in 1966. Authorized development and program loans in Fiscal 1966 totaled more than $500 million, against $389 million in 1965.

Part of AID's $87 million assistance to the agricultural sector was a $14.8 million development loan toward financing a $70 million chemical fertilizer plant in Santos, Brazil, considered a major break-through in the struggle to boost that country's food and fiber production.

In addition, an estimated $65 million in AID program loan assistance financed the importation of machinery and equipment to expand and improve the productivity of Latin America's agriculture.

Last year also was marked by an increased tempo of disbursements in implementing currently-active loans. An estimated $450 million was disbursed for project execution in 1966, against approximately $300 million in 1965.

During 1966 the Export-Import Bank continued its credit operations in support of the Alliance, enabling buyers in Latin America to purchase U.S. goods and services on deferred payment terms.

New Eximbank authorizations of long and medium-term loans, medium-term guarantees and insurance, and insurance issued on short-term shipments to Latin America totaled $658 million—more than double the figure of just three years earlier.

By far the greatest portion of this credit assistance will help in the purchase of capital goods and services needed to expand and improve existing enterprises or to establish new productive facilities in both the private and public sectors and thus further the goals of the Alliance.

Alliance loans authorized by Eximbank during the year included:

► An aggregate of about $88 million to finance the purchase of commercial aircraft, and navigational and other equipment required for the development of air transportation in Mexico, Venezuela, Peru, Colombia, Argentina, Ecuador and Paraguay.

► $10 million for Railway Rehabilitation and $21 million for a petroleum lubricants manufacturing plant in Mexico.

► $2.4 million for expansion of automobile manufacturing facilities in Brazil.

► $2.5 million to expand steel pipe manufacturing in Chile.

► $3.4 million for agricultural and irrigation equipment in Colombia.

► $3.2 million for a tire and tube plant in Costa Rica.

► $8.9 million for electric power generating facilities in the Dominican Republic.

► $4.6 million for vehicles and communication equipment in Peru.

The total U.S. food aid to Latin America in fiscal 1966 amounted to about $202 million, of which $108 million worth was sold for local currencies or dollars on credit, compared with $24 million worth in 1965. Most of the local currency proceeds helped to pay for local social and economic development projects.

Partners of Alliance

An alliance of private citizens within the Alliance for Progress allows North Americans to participate directly in an action program of mutual assistance.

Approximately three years old, this program has been extended to 31 U.S. states, the District of Colombia, and 15 Latin American republics.

Participants include educators and students, business leaders and trade unionists, doctors and nurses and representatives of many other professions and community organizations.

A flow of three to four million dollars worth of technical and material assistance has been provided within the Partners of the Alliance program since its founding.

Hospital equipment has been shipped to Latin America's rural areas and impact-type projects in community development have been implemented.

Alliance planners are giving deep thought to ways and means of reversing an unfavorable trend in food production. More soil and plant research, an expanded use of fertilizer, improved seed, protein-enriched foods and a common market offer possibilities. Agrarian reform, another positive factor, is important but is considered only a partial answer to the immediate situation.

Nearly all of the Alliance republics have adopted land reform legislation. Mexico and Venezuela have scored the most notable advances; but the land reform movement still faces problems which will require considerable time to solve.

In 1966 applied crop research produced some important discoveries and lent an encouraging note to Latin America's agricultural development under the Alliance.

Evaluation of mass fertilizer demonstrations in El Salvador indicate that with improved fertilizer, seed and modern techniques it is possible to boost crop production on small and medium-size farms by large percentages.

Recently developed protein food supplements that can be derived from cottonseed, peanuts and other protein-rice crops which can be grown in Central America are being market tested in El Salvador through a contract with a major U.S. milling company.

In the general drive to boost Brazil's agricultural production, AID in 1966 gave loan and investment guaranty assistance to the private owners of a new fertilizer complex, Ultrafertil, S.A. to be built at Santos.

At the outset, Ultrafertil will have to depend largely upon imported raw materials, but a recent AID-sponsored study by the U.S. Geological Survey declared that South America's deposits of phosphate, potash and sulphur are ample to support an expanded fertilizer industry.

In general, Latin America's food and agricultural picture was clouded by the demands of a growing population. Despite production increases in Argentina, Uruguay, Colombia, Ecuador and Venezuela, the total 1966 output dropped 3 to 5% below 1965, largely as the result of hurricanes, floods and droughts.

Latin groundwork laid; area poised for upswing

U.S. assistance plays vital and varied role in sparking development

In a close partnership with public agencies, Latin America's governmental and private sectors laid the groundwork in 1966 for a large expansion of the area's industries and the auxiliary technical and financial support necessary to modern industrial development.

U.S. assistance played a helpful role.

During the year the Agency for International Development authorized the establishment of an inter-American Investment Promotion Center in the U.S. as a clearing house for investment opportunities in Latin America.

Scheduled to begin operations this spring, the Center will utilize the services of banks, large auditing firms and management consultants, affording a face-to-face presentation of investment projects developed by Latin American industrial development organizations.

Through its Private Enterprise Promotion Program, AID helped to establish local, regional and national development organizations which carry on programs aimed at stimulating a country's income-producing potentials.

There are about 50 such organizations in Colombia, Brazil, Bolivia, El Salvador, Nicaragua and Costa Rica. Many others are in the planning stage.

As an example of results achieved through these self-help promotional efforts the Ecuadoran Industrial Development Bank and the National Industrial Development Center assisted 31 firms in 22 industries during the four-year period ending June 30, 1966. This involved new investments totaling $70 million and 9971 new job openings. Altogether its represented a 40% increase in private investments in Ecuador's industry.

Self help

Largely through self-help measures, Peru has stepped up her industrial production, sparked by chemicals and automotive assembly. Late in 1966 the Government opened a new industrial park near Arequipa with 37 factory sites sold, of which 22 represented new industrial starts.

Peru's private sector is also active in expanding exports and in new capital formation. Rapid growth of the fishing and mining industries led to a 54% increase in exports in the 1960-65 period.

In August 1966 Panama's private sector sponsored a Continental Conference which was attended by 200 business leaders from 15 Latin American republics. Main theme of the conference was the private sector's role in national planning. The Panamanian business institution which sponsored this conference, CONEP, was organized less than two years ago.

To stimulate private enterprise, 12 Alliance countries have established industrial development and productivity centers. These centers identify and promote investment opportunities, give guidance in obtaining low-interest credits, and provide technical advisory services and training to supervisors and managers.

The flow of private U.S. capital to Latin America is encouraged by the U.S. Government and takes several forms, including pre-investment survey agreements carried out by AID with private firms, the specific risk guaranty program, and housing investment guarantees.

The flow of new private U.S. capital to Latin America last year continued an upward trend that started modestly several years ago. During three Alliance for Progress years the annual capital outflow increased from $70 million in 1963 to $143 million in 1964; and in 1965 the direct outflow to Latin America reached $171 million.

U.S. Department of Commerce data now available for the first nine months of 1966 show a rise of $60 million in private U.S. investments over the corresponding period in 1965, indicating a substantial gain for all of 1966.

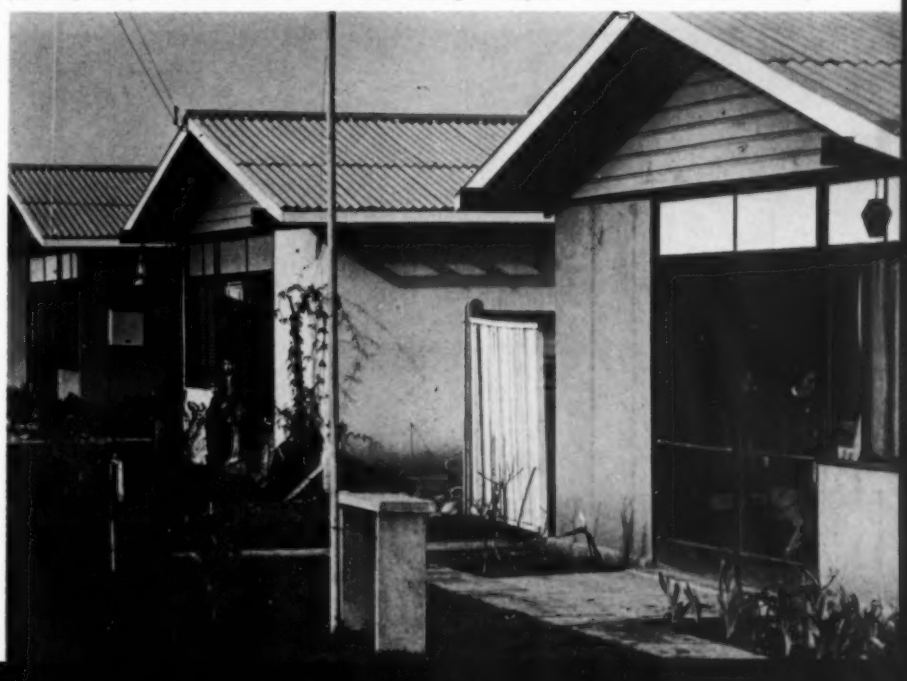
Investments in Latin American manufacturing enterprises are particularly active. The capital flow to U.S. manufacturing affiliates in 1965 exceeded $200 million, offsetting small net inflows from mining and petroleum enterprises; this upward trend continued in 1966.

Company reports on planned expenditures in the Latin American republics for plants and equipment suggest a further rise in private U.S. investment activity in 1967.

In connection with this growing investor interest in Latin America, the Agency for International Development concluded Pre-Investment Survey Agreements with 29 U.S. firms in 1966.

Prospective investors will assume the

LATIN HOUSING SHORTAGE increases every year, despite high priority which most governments give to providing adequate homes. This is a Chilean housing development built with Alliance backing.



full cost of their fields surveys if they decide to make investments in the projects; if they decide against, AID will pay one-half the survey costs and make the survey data available to other prospective investors.

During 1966, eight surveys resulted in decisions to invest $11.2 million in five countries. The new business ventures range from animal feeds to truck bodies.

A broad spectrum of Latin America's agriculture and industry came under the protection of guaranties afforded to private U.S. investors in 1966.

Nearly all the Alliance countries are now participating in AID's Investment Guaranty Program in varying ranges. Nicaragua, Honduras, and Paraguay agreed to include the specific guaranty against possible loss from war, revolution, insurrection and the extended "all-risk" guaranty. Nicaragua and Paraguay have yet to ratify these accords.

Early in 1966 British Honduras agreed to a full range of guaranties.

In calendar year 1966, private U.S. investors received guaranties against the specific risks mentioned above in 15 Latin American countries, involving a total of 101 projects. The combined value of these guaranties was about $320 million, and the total investment amounted to about $131 million. In Brazil, where only four guaranties had been issued prior to 1966, a total of 31 had been written by December 31.

The overall trend of applications for guaranties was slightly downward in 1966; however 331 new applications were received for projects in Latin America.

The value of guaranties issued also was lower this year, $320 million, compared to $541 million in 1965. The dollar value of guaranties in 1965 was unusually large because of $178 million worth issued to IT&T in connection with the expansion of Chile's telephone system.

Thirty-two of these private U.S. investments last year were in the field of food and agriculture. On December 31, applications were on file for guaranties on 250 such projects in Latin America.

Alliance for Progress engineering projects and construction are changing the Latin American landscape on an unprecedented scale. Adding to the excitement are first moves toward multinational projects in such fields as road-building, telecommunications, river basin development and interconnection of power and transportation systems. All lead toward some degree of economic integration.

Projects receiving attention from the chief executives at the summit meeting will include acceleration of the inter-American network of telecommunications, of agreements to complete the Pan American highway, of construction of the Carretera Marginal de la Selva and its connection with the Trans-Chaco Highway.

The leaders are also slated to discuss the possibility of studies for the formulation of joint water basin projects, such as those already begun in regard to the development of the River Plate Water Basin and the Gulf of Fonseca.

A multinational project providing power to Argentina and Brazil, as well as Paraguay, may result from studies to be carried out under a $225,000 loan from the Inter-American Development Bank to Paraguay's electric power authority.

The loan, announced in March, was the first approved by the IDB from its Preinvestment Fund for Latin American Integration created in 1966, which contributes to the interconnection of Latin American electric power systems and the advancement of economic integration. It will help finance feasibility studies to expand the Acaray River hydroelectric plant, under construction 195 miles east of Asuncion.

The IDB also provided technical assistance for the planning stages of the project, and is helping to finance its first 45,000-kilowatt phase with a $14.2 million loan.

Completion of a study outlining basic requirements for improving and expanding telecommunications systems in South America also was announced in March by the Inter-American Development Bank.

The study, made by a consulting firm, recommends a 10-year, $2.6 billion effort to raise land telecommunications systems to acceptable standards in ten South American countries: Agentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Paraguay, Peru, Uruguay and Venezuela.

It also suggests an additional investment of $50 million to provide seven of these countries with ground stations which would eventually link their national systems to satellites for regional and overseas communications.

According to the report, investments in telecommunications have not kept pace with requirements. Improvement of the regional system would make a major contribution to balanced economic growth at the national level and to the regional economic integration process.

Progress accelerates

As evidence of stepped-up activity, more than 30 large-scale Alliance engineering project contracts were concluded in 1966, and the volume of construction in progress exceeds any past levels of activity.

Bulldozers made in the USA sail upstream on barges from the Atlantic Ocean to the headwaters of the Amazon River. Their job is to push new highways across the backbone of the Peruvian Andes and open vast virgin areas for settlement and development.

One of the century's most dramatic sights is the trans-migration of families from the arid, inhospitable or mountainous areas of Peru, Bolivia, Colombia and Ecuador to friendlier climates in colonization areas along the eastern slopes of the Andes.

Four republics—Peru, Ecuador, Colombia and Bolivia—are co-sponsors of an ambitious 3500-mile Alliance road project, the Carretera Marginal de la Selva, which is planned to run north-south along the eastern slopes of the Andes.

The basic survey of the Carretera route was financed with U.S. funds disbursed through the Social Progress Trust Fund. Some segments of the Carretera are in use; other parts are in planning or construction.

Road-building, improvement, and

TOTAL U.S. ECONOMIC ASSISTANCE TO LATIN AMERICA

Commitments in Millions of United States Dollars

Fiscal Years ending June 30	AID	Ex-Im Bank	Food for Peace	IDB's Special Progress Trust Fund	Other U.S. Agencies	TOTAL
1960	105	105	45	...	86	341
1961	254	450	146	...	2	852
1962	478	109	130	226	120	1,063
1963	552	67	174	127	79	1,000
1964	613	170	339	42	83	1,246
1965	532	166	113	101	284	1,196
1966	647	226	202	24	288	1,388
1967 Estimate	581	400	87	...	280	1,348

maintenance, a basic goal of the Alliance, has absorbed an important share of U.S. assistance to Latin America.

Through 1966 AID and its predecessor agencies had made road construction and improvement loans amounting to some $294 million. About $240 million of this sum helped to finance 4,630 miles of road construction. In 1966 alone, about 610 miles of new Alliance roads were completed.

Highway maintenance equipment loans account for $62.4 million, of which $25 million was obligated in 1966. Under the various equipment loans about $35 million worth of machinery has been or will be purchased in the U.S., of which $15 million worth were purchased in 1966.

Power development and electrification provides the muscle which moves many Alliance programs forward, and is given high priority.

Brazil leads in new electrification works and is overcoming power shortages that have crippled the economy of the northeastern states and retarded industrialization in the Sao Paulo-Rio de Janeiro region.

AID has helped finance Brazilian hydroelectric projects such as the 108,000 kw. Boa Esperanca hydroelectric project and other comparable power projects like CHESF, CEMIG, CEMAT, FURNAS and COPEL; also the extension of power lines to major cities from power plants on the Rio Grande.

Help for power

Direct U.S. assistance for Latin American power development in 1966 amounted to $28.5 million, distributed as follows:

- A $13.3 million loan to assist in the construction of Brazil's Mascarenhas Hydroelectric Project in the State of Espirito Santo.
- An $8.9 million loan to Companhia Hidroelectrica de Boa Esperanca (COHEBE).
- A $1.6 million loan to help finance the Montaro Valley rural electric co-op in Peru and related services to the Peruvian Government.
- A $4.75 million loan for a new 10,000 kw. generating plant and related facilities in Santa Cruz, Bolivia.

Meanwhile construction continued during 1966 on other Alliance power projects authorized in previous years for Brazil, Nicaragua, Chile and Ecuador.

Feasibility studies were completed in 1966 for 14 small hydroelectric projects in Peru, and for a water-power site in Ecuador with a potential capacity of 750,000 kw.

Cooperative rural electrification was introduced into Latin America in 1963 through an AID loan. Projects are now under construction in six countries and active interest has been found in three more countries.

Chile's new international airport at Santiago, built with an AID loan of $10.5 million, was dedicated early this year. Construction is continuing on the new airport at Concepcion, Chile.

Improvements to Las Mercedes Airport in Managua, Nicaragua, giving it jet capability, were completed in December.

Installation of the remaining facilities at El Alto Airport, near La Paz, Bolivia, continued. This, the highest of all commercial jet airports, was built with AID technical and financial assistance.

An AID loan to finance improvements to Paraguay's International Airport at Asuncion, was authorized late in 1966. Construction is under way for the rehabilitation of the airport at Georgetown, Guyana, under another loan.

International assistance in productive areas is often sought by Latin American governments because many of their own resources are used to meet heavy pressures for housing due to high birth rates.

Latin America's current housing deficit amounts to about 15 million dwelling units, notwithstanding that some 371,000 homes have been built through the Alliance, or are now under construction.

Local agencies and private interests are building another 400,000 dwelling units per year. Despite this substantial home construction program, the need for more housing is critical. The dwelling deficit is increasing at an estimated 500,000 living units per year, outpacing the construction program.

Solution is local

International lending agencies and private investors in the United States are actively participating in the home-building program. But, as in the past, the main burden of meeting the housing crisis will rest on the technical and economic resources of Latin America's public and private sectors.

A total of $340 million in housing investment guarantees, out of the $450 million ceiling authorized by Congress, are in various stages of execution, ranging from project reviews to finished houses.

During the last 12 months, nine housing project contracts involving $50 million in AID guaranties were signed, bringing to $123 million the total of guaranty contracts concluded.

Another ten projects involving $59 million in housing guaranties were approved in 1966. The total of contracts signed and in active negotiation amounts to $200 million.

U.S. TOOLS IN ECUADOR are tangible evidence of assistance to Latin America's development effort.

Pending proposals for guaranties cover an additional 13 housing projects, involving some $40 million.

Applications for Latin American guaranties received in 1966 under the second phase of AID's Housing Investment Guaranty Program totaled $600 million.

During 1966 AID extended loans totaling $10.1 million to Panama and the Dominican Republic in support of slum clearance and newly-organized savings and loan systems, bringing to $164 million the five-year total of AID dollar loan assistance for housing projects. An additional $3.7 million loan in support of cooperative housing and a savings and loan system was approved for Nicaragua.

More housing projects

AID missions in Argentina, Brazil, El Salvador and Panama were authorized to develop recommendations for other housing projects totaling $42 million last year. These resources will help to fund savings and loan associations, housing cooperatives and slum clearance programs.

The American Institute for Free Labor Development (AIFLD) has assisted in providing low-cost housing for Latin American worker families by organizing housing cooperatives and preparing technical studies for presentation to various lending organizations. Largest of these projects is a 3,104 dwelling-unit complex in Mexico City.

LET'S MAKE EXPORTING EASY was theme of seminar co-sponsored by Dept. of Commerce Cincinnati Field Office and Pan American Airways. Above, left, William Palmer, ass't v.p. of Fifth Third Union Trust Co., Cincinnati, addresses the group, which included 65 persons from 37 companies.

'Let's Make Exporting Easy' was theme at Cincinnati

An export seminar that followed the path of an overseas order for goods, tracing it from first quotation through delivery at the customer's door, brought together 65 representatives from 37 companies in the Cincinnati area. "Let's Make Exporting Easy" was the theme of the one-day meeting co-sponsored by the Cincinnati Field Office of the U.S. Department of Commerce and Pan American World Airways.

At the rostrum were: Felix Turel, acting director, Cincinnati Field Office of the Department of Commerce; Bob Trenkemp, manager of freight sales, American Airlines Freight System; Bob Gresham, Jr., The A. W. Fenton Co.; George Pierce, freight representative, American Airlines Freight System; William Palmer, assistant vice president, international department, Fifth Third Union Trust Co.; Edward Zale, district sales manager, Pan American World Airways; George Thielen, cargo sales representative, Pan American World Airways.

The morning session, on the theme of "Simplify-Reduce-Refine," covered pro-forma invoice and banking, documentation, packing, marking, the air waybill; customs clearance, use of brokers and delivery at destination.

At the afternoon session, headlined "Cutting Costs," subjects discussed were: insurance, valuation charges, liability and claims, aircraft load requirements, rates, and use of containers.

FLIP CHARTS SPARK THE PRESENTATION of Felix Turel (below, left), acting director of Commerce's Cincinnati Field Office, at exporting seminar. Right, speakers George Thielen, cargo sales representative of Pan American Airways; Felix Turel; and Edward Zale, district sales manager, Pan Am.

REPORT ON CONFERENCE

Road ahead in containerization outlined at Cleveland meeting: problems, mergers—and benefits

Transport executive sees advantages for larger centers; Rockefeller tells conference of corporation's social duties

The road ahead will be rocky, but by the 1970's, unprecedented results will have occurred: carriers that formerly competed will co-ordinate schedules and services; a water carrier consortium may join with forwarders and rail or motor carrier consortiums; the outlook for shippers promises less damage, less pilferage, less time in transit—and less cost.

This is what the Cleveland World Trade Conference heard from John L. Eyre, president of Saguenay Shipping Ltd. of Montreal, about containerization. He said its rise has been "revolutionary, not evolutionary," and that as recently as five years ago, steamship executives were dismissing containerization as "vastly overemphasized." Today, Eyre emphasized, they are racing to make up for lost time.

Other conference speakers discussed the responsibility of the U.S. businessman to worldwide social and economic progress, the recent Ohio Trade Mission to the Far East, and the practical aspects of international trade.

'E' award presented

A Presidential "E" award for export expansion was presented to the Chick Master Incubator Corp. at the conference.

Eyre said that there would be containerization delays due to the U.S. transportation regulatory system being "geared to the present 19th century system. Rights of truckmen, railroads and water carriers, rate filing procedures, anti-trust provisions and a whole maze of other matters quarrel violently with the simple facts of the container development. Some freight forwarders, truckmen, steamship men and water carriers may seize upon the clutter of government regulations and use this as a weapon for delaying change."

Eyre also noted that some motor carriers, railroaders, steamship operators, and even some traffic managers would oppose the development of containerization because they fear and distrust an abandonment of the status quo.

He pointed out that an argument against new integrated container transportation systems is the tradition of laws and rules outlawing discrimination. For the container does discriminate, he said, in favor of its user and against others.

"Labor resistance, while present, may be the least of our worries in this new development. There are examples of enlightened labor leadership willing to accept change."

Eyre predicted that "container systems will tend to blossom in movements between so-called load centers—that is, big cargo generating areas such as Cleveland, Chicago, London, Rotterdam, New York, San Francisco, Los Angeles, etc."

The most efficient integrated transportation systems will be end-on-end combines which put together powerful trucking companies, railroads and steamship lines, he said. Many small towns, small ports and small carriers will be at a disadvantage. "This is a simple hard fact of modern transport life," he asserted.

What can the exporter and importer in the U.S. Midwest expect for the short term? If he ships by water to or from Europe he can expect "salesmen offering all kinds of special arrangements. The result will be great opportunities for shippers."

He said sophisticated container services will come last to the undeveloped areas in Africa, the Near East, the Far East, and certain parts of Latin America. Mediterranean and Caribbean trades will be developed soon after that to the North Atlantic. Also, the new type ships are starting to appear in trades with the more sophisticated Pacific nations—notably Japan and Australia.

In the future, Eyre predicted, "many carriers will join together for the sake of their own survival. The entire emphasis here will be on bigness. Small independent carriers competing against these large combines will have thin pickings.

"Insofar as general cargo or package freight is concerned, small ports will also suffer. Remember that we are always thinking in terms of inherent advantage, i.e., which kind of carriers can function most efficiently."

Eyre made the following recommendations:

"To start with, government officials will need help and support in their various efforts before Congress and State Legislatures. The job of rebuilding the regulatory system will be a hard one. . . . As a shipper, you can certainly aid the cause by favoring the more adventuresome carriers who are willing to pioneer new systems."

"Cleveland is one of the nation's great industrial centers. . . . Even though the new transportation systems may not directly promote the Port of Cleveland, the Cleveland industrial community has much to gain through opening its channels of transportation to and from other nations."

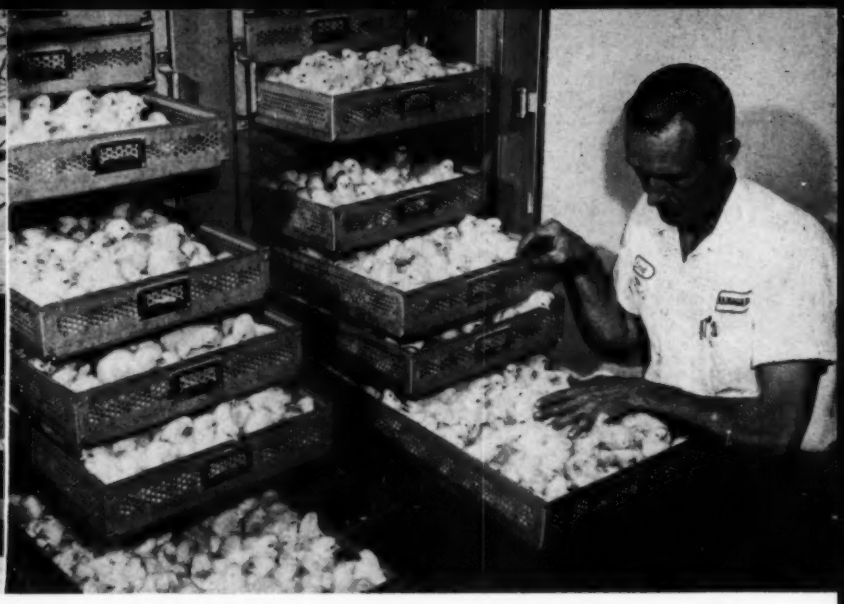
The banquet speaker was Rodman C. Rockefeller, vice president of International Basic Economy Corp. of New York. Rockefeller discussed the responsibility of the businessman to use U.S. business skill, technical knowledge, and other successful tools to aid the developing nations in improving their social and economic conditions.

"American leadership in world trade, of which Ohio's is such an important part, is based on performance by American corporations. Our performance is being challenged by new social and moral questions both here and abroad. I am sure that we have the facts, the logic and the will to meet and overcome them. In the process, we will produce a stronger system of private enterprise better able to serve people everywhere," Rockefeller said.

Trade Mission report

Curtis Lee Smith, President of the Cleveland Chamber of Commerce made the first public report on a recently completed Ohio Trade Mission to the Far East, which included several representatives of Greater Cleveland firms and organizations. The mission received $20 million worth of orders in two and one half weeks.

One mission member on the day he left Bangkok sold $240,000 worth of electronic aircraft equipment. The 60 mission members held a total of 1100 meetings with prospects.



"E" AWARD TO CHICK MASTER INCUBATOR CORP. noted firm's use of multi-lingual advertising and top servicing. Above left, E. E. Schnellbacher (l.) of the Dept. of Commerce presents certificate to George C. Duvall (r.), president of Chick Master. Above right, company's incubators in use at farm.

After 20,000 hours aloft pilot Duvall wins 'E' award with another kind of bird

Chick Master Incubator Corp. of Cleveland increased exports by tailoring design, service to meet foreign requirements

When the Chick Master Incubator Corp. was awarded the Presidential "E" for export excellence, employees of the company's Cleveland and Springfield, Ill., plants were on hand to share the honor.

The "E" flag and certificate were presented to Chick Master president George C. Duvall at a Cleveland World Trade Conference luncheon, and the flag was raised at the Chick Master Cleveland plant the same afternoon.

The Springfield employees had been brought by chartered bus for the occasion. The ceremony was followed by a reception at the plant and a hotel banquet that evening for the employees, who received "E" lapel pins and learned of a new profit-sharing plan.

The Department of Commerce's E. E. Schnellbacher, assistant director of the Bureau of International Commerce, made the presentation and spoke at the flag-raising on behalf of Acting Secretary of Commerce Alexander B. Trowbridge.

George Duvall, a senior pilot with Trans World Airlines, purchased the Chick Master company in 1963. During his 29 years and 20,000 hours of flying for TWA, Capt. Duvall had become aware of the critical problems of world hunger from first-hand observation. Seeking a business to operate following his anticipated retirement from TWA in 1969, he discovered in Chick Master a potential for feeding the world's burgeoning population.

Duvall, C. R. Springer, another pilot, and Don G. Mitchell, former president of Sylvania Electric Products, Inc., decided to purchase the company, which previously had done primarily domestic business. They began an intensive export promotion. In fiscal 1964, one-third of company business became international, and by 1965 and 1966, half of the business was in foreign markets. Exports have increased almost 500%.

Chick Master produces setting units in its Cleveland factory, which has approximately 80 employees, and produces hatchers in its Springfield factory, with some 30 employees. The equipment operates as follows: the eggs are left in the incubator units (or setting units) for 18 days and put into hatchers for three days—a total cycle of 21 days until the chick is hatched, just as in nature.

The Chick Master equipment is shipped broken down to the foreign destination, and is assembled by factory representatives after arrival.

Chick Master service represenatives are trained in the United States for about six months and sent to the country where they install and service equipment and help in the operation of a hatchery. They are generally contacted and recruited overseas and often, but not always, are nationals of the country where they work.

Equipment has been redesigned for the overseas market to accommodate to the prevailing electrical system. Chick Master Incubator Corp. will design for the power needs of any country; for example, Spain—147 volts, England—220 volts, 50 cycles.

The company has prepared instruction manuals in Spanish and German, and is planning additional ones in French and Italian.

According to Capt. Duvall, one reason that he has chosen poultry production for worldwide distribution is that it is one of the lowest-cost, high-protein foods available, completely acceptable in any country of the world because there are no religious or other taboos on it. Even

in countries like India where a vegetarian diet has been basic, there is evidence of gradually overcoming the ban on meat —eggs were introduced first and poultry followed.

Another market into which the company recently introduced equipment is Japan. There the diet has been changing since World War II from fish products to eggs to poultry. Five years ago Japan was importing poultry, now it is exporting it, according to Capt. Duvall.

The company plans to go to Africa and into Iron Curtain countries in its efforts to broaden export markets. Capt. Duvall believes that East-West trade will benefit international relations. The first step in this direction was company sales in Yugoslavia.

In addition to total acceptability in world markets, poultry has other advantages. More edible meat protein can be produced per acre with poultry than by any other type of meat production. It is also faster than other forms—a three or four pound bird can be produced in from six to eight weeks from the day the chick is hatched, or the equivalent of one pound every two weeks.

Poultry is an effective way to convert cereal grain to edible meat protein. The conversion rate is less than two pounds of cereal to one pound of edible meat protein. This compares to four and one half pounds of grain per pound of cattle.

A large shipment of Chick Master equipment will be moved soon in five truck loads (truck containers) to France by United States Lines. The shipping lines have decided to make a color film of this containerized shipment, tracing it from Cleveland to New York to Le Havre, France. This equipment, translated into the production capacity of the hatchery that it will serve, will have the capacity of 10 to 15 million chicks yearly.

A shipment of Chick Master equipment will be trucked to Guatemala via Miami, the Gulf of San Salvador and the Inter-American Highway.

Many adverse competitive conditions have had to be overcome in the sale of Chick Master incubators abroad. Argentina, for example, prohibits the importation of incubators under 100,000 egg capacity. The largest Chick Master incubator formerly had a capacity of 98,280 eggs. To meet the problem and serve its Argentinian customers, Chick Master designed, built and shipped incubators of 400,000 egg capacity.

The company believes that its equipment helps to bring about a better standard of living and a higher degree of economic self-sufficiency to the people served by its customers, thereby reducing the dollar drain of U.S. aid programs. To continue this effort, Chick Master Corp. has contributed two units to the World Church Service for their use in Chile and Greece.

The largest overseas installation of Chick Master Incubators is in West Germany, where there are 40 units in a complex which is expanding to 72 units. It has the capacity to produce 4 million birds every three weeks. The largest U.S. installation under one roof is at Empire, Alabama.

Chick Master Incubators are marketed in Mexico, Argentina, Chile, Greece, Guatemala, Italy, Ireland, Jamaica, Jordan, Lebanon, Panama, Peru, Scotland, Spain, Sweden, Trinidad, Venezuela, Israel, Yugoslavia, India and Iraq. Government purchases have been made by Yugoslavia and the Brazilian Navy.

Capt. Duvall was selected by TWA as the pilot for Pope Paul VI's October 1965 visit to the United States, and has piloted Mrs. John F. Kennedy on some of her trips.

Capt. Duvall acknowledged the "E" by saying, "I am certain that this award will serve as an incentive to further our export efforts and those of other U.S. corporations."

Mississippi has new six-language export directory

Publication of marketing council aimed at increasing exports

A new six-language "Mississippi, U.S.A., Trade Directory" has been published by the Mississippi Marketing Council. Each of the publication's four major sections has been printed in French, German, Italian, Spanish and Portuguese as well as in English.

The first section presents a composite picture of the state's current geographical, industrial, agricultural and economic development. Facts and figures contained in this area were compiled by the Mississippi Agricultural & Industrial Board, the council's parent organization.

Under the heading "Export" is an extensive alphabetical listing of products, their key classification numbers as well as the names and addresses of Manufacturers and Exporters and the products each produces and sells.

A third section, "Imports," closely follows this format. It includes listings of products, their classification numbers and the names and addresses of the firms with which they are concerned.

Directed specially to exporters and importers is information in the final section, "Mississippi's Ports, Capital City." It describes the cities of Jackson, Pascagoula, Biloxi, Gulfport, Natchez, Vicksburg and Greenville.

The Mississippi Marketing Council is an official state agency created primarily to develop additional markets for Mississippi's products. The Council advertises state products, conducts foreign trade missions and otherwise encourages the use of Mississippi's exports.

The Council maintains an exhibit space and office in the new International Trade Mart building in New Orleans. Its main offices are located in the State Office building at Jackson.

AMA briefing on investment in Argentina, Chile, Uruguay

An American Management Association briefing session on "Decision for Investment and Operations in Argentina, Chile and Uruguay" will be held April 19-21 at the Hotel Pierre, New York City, to explore the profit potential for U.S. corporations in these three nations.

The briefing will examine the countries' current over-all investment climate, investment and banking facilities, marketing and distribution methods, LAFTA operations that affect U.S. business in the area, and how to deal with insurance problems.

Included on the program will be the Argentine Ambassador to the U.S. Alvaro C. Alsogaray; Enrique Vial of Corporacion de Fomentos de Chile, New York; and Maximo Bonchil of M. & M. Bonchil, Buenos Aires.

Iraq prohibits imports of evaporative coolers

The Government of Iraq has announced a ban on the importation of evaporative air coolers in order to protect local industry.

At present, three local firms are assembling air coolers from imported motors, pumps, steel and other components. Their combined output for 1967 is estimated at 16,000 units, about 8,000 short of domestic demand.

However, several new firms are expected to start assembly operations which should more than take care of the local market.

EXHIBITION BRIEFS *WORLDWIDE*

NATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION (DECOR), LONDON, Jan. 10-13. 110 exhibitors, including 43 fabric makers and nine carpet manufacturers in a special exhibit sponsored by the Textile Council. Attendance appeared to be up from last year's show. DECOR is scheduled to become an international show in 1968, and well-designed American lines of furniture and decorating goods should find a ready market.

INTERNATIONAL BOAT SHOW, HAMBURG, Jan. 19-25. 400 exhibitors, from 14 countries, with the products of six more countries shown by German agents. 23 U.S. EXHIBITORS, showing boats, trailers, and marine accessories. U.S. leadership in outboard motor field confirmed by exhibitors, although no sales figures available. Buyer interest high in new propulsion systems. Next show, Jan. 18-24, 1968.

INTERNATIONAL GREEN WEEK, BERLIN, Jan. 27-Feb. 5. 1159 exhibitors, over 1000 for the first time in the annual event's history. National pavilions mounted by 24 nations, with the products of 13 others displayed individually. 27 AMERICAN EXHIBITORS, in consumer products, mostly foodstuffs. No direct sales results yet, but many exhibitors have expressed intention to participate again. Next Green Week, 1968.

INTERNATIONAL TOY FAIR, SYDNEY, Feb. 12-16. More than 150 companies represented from 12 countries, mostly by Australian agents. Many U.S. products displayed which had been manufactured under license in the United Kingdom, Japan, or the Commonwealth countries. One agent for U.S. toys complained that boxes are not compactly designed, leading the customer to feel cheated. This year's fair was from two to three times the size of the 1966 edition, with attendance limited to the trade. Exhibitors expressed satisfaction with visitor interest. No plans set yet for next year's fair.

Expected New Zealand Government buying spurs interest in U.S. exhibit at Wellington

Conversion to microfilming systems expected to start shortly; cities, businesses, libraries, hospitals waiting to follow Government decision

Sales opportunities for office machinery and equipment are expanding at a rapid pace in New Zealand. U.S. manufacturers with established agents in the New Zealand market can take advantage of an ideal chance to increase their product exposure and their sales by having their representatives participate in the U.S. Exhibition at the 3rd New Zealand International Trade Fair at Wellington, Aug. 17-Sept. 2.

Included in the displays will be photocopying equipment, scientific indexing, records retrieval systems and equipment, microfilming systems, office equipment, and office furniture.

The New Zealand market for microfilming systems is wide open for the firms that get there first with the best equipment. Under the direction of the Government Printer, almost all departments of the New Zealand Government are expected to make purchases of microfilm equipment totaling $560,000 within the next two years.

The same Government agencies are also planning to spend $210,000 a year for two years during conversion to microfilm, and $84,000 yearly after that for consumable supplies and equipment.

Private buying to follow

Large local businesses, libraries, universities, hospitals, and city governments are waiting to follow the Government's decisions in the field of microfilming, and this year's fair will fall at a critical time for influencing purchase decisions.

Equipment especially in demand includes cameras, film processors, reader-printers, card-to-card duplicators, hand mounters, film converters, and volume print-out equipment.

Other office equipment items are often subject to stringent import licensing allocations, and the U.S. Embassy in New Zealand has recommended for this reason that some exhibits be limited to lines already represented in the country. The concentration of all current office equipment representatives and their products in the one area of the U.S. pavilion at the fair should give a significant impetus to sales of U.S. products in the market.

Business proposals by U.S. manufacturers and suppliers of other goods for the attention of visitors at the U.S. Exhibit are also being invited by the Bureau of International Commerce.

Commercial staff members on the scene will discuss the proposals with businessmen who visit the Business Information Office.

Business proposals are being sought in the following product categories believed to warrant marketing efforts in New Zealand.

- ► Dairy Farm Equipment
- ► Cream Separators
- ► Meat Processing Equipment
- ► Packaging Equipment for Meat, Produce and Dairy Products
- ► Heating and Refrigeration Equipment
- ► Paper Mill Machinery
- ► Pumps and Centrifuges
- ► Electric Motors (1-100 h.p.)
- ► Measuring and Controlling Instruments
- ► Photographic Equipment
- ► Hand Tools (manual and powered)
- ► Automotive Test Equipment
- ► Textile Machinery
- ► Chemical Fertilizers (nitrogenous)
- ► Type Setting Machinery

A business proposal is an offer to enter into business negotiations and is made by a U.S. firm to businessmen abroad through the Business Information Office at the trade fair. These proposals are widely publicized abroad before the fair opens.

Names and addresses of those firms which are interested in specific proposals are sent to the American companies which submitted them. Direct contact can be established this way.

Proposals to be forwarded to the business information center at the New Zealand International Trade Fair must be submitted by June 9th. They should be addressed to: Bureau of International Commerce (Code 916), U.S. Department of Commerce, Washington, D.C. 20230.

U.S. firms which wish more information on how to get their New Zealand agents or distributors into the exhibition should contact: James Shiels, Bureau of International Commerce (code 936), U.S. Department of Commerce, Washington, D.C. 20230, or telephone Area Code 202, WOrth 7-5297.

MEDICAL EXPERTS view a light-scattering photometer (above left) displayed by the Phoenix Precision Instrument Co. A Spectronic 20 Model data acquisition system (above right) was shown to visiting German physicians and hospital buying agents during the show by Bausch & Lomb, Inc.

U.S. lab equipment sells well in Germany

Results please 36 firms in show; new business of $1 million seen

For 36 American firms, the show of medical and hospital laboratory equipment held at the Frankfurt Trade Center, March 13-18, provided an opportunity to reach doctors, research scientists, and dealers in specialized laboratory equipment and instruments.

Exhibitors expect sales as a result of their participation in the show to exceed $1 million over the next year. Total sales off-the-floor amounted to $34,140. Visitors, all of whom represented trade buying interests, totaled 531 for the six-day show.

High initial sales

Statham Instruments, Los Angeles, had the highest percentage of immediate sales, with $30,000. The firm's German agent succeeded in selling all the items he exhibited. Statham estimates additional business during the next 12 months at $45,000.

President Paul Platzman of Ultrasonic Industries, Inc. concluded one agency agreement in Germany and is now negotiating with other representatives in France and Switzerland. Ultrasonic sold $3000 in equipment during the show itself, but immediately afterward received orders for an additional $7300 from firms which had attended the show. Ultrasonic expects sales of its DiSONtegrator ultrasonic cleaning systems in Europe to double during the next year to $400,000 as a result of the company's exposure at the Frankfurt Trade Center.

Thirteen papers were presented during a concurrent two-day symposium, with Dr. W. Davis Fort of the University of North Carolina acting as chairman.

Upcoming shows at the Frankfurt Trade Center include a special exhibition of micro-miniature electronic circuits and components, scheduled for May 8-12, and telemetry and remote control equipment, set for June 19-24. Possible future promotions include physical test equipment, photography equipment, and vacuum and cryogenics technology and equipment.

GERMAN REPRESENTATIVE (at left above) shows the Con-Rad System for thermoluminescence dosimetry to potential customers. A group of visitors (below) discusses products at the Phoenix Instrument booth.

U.S. firms to aim at Japan's sports, leisure goods market in Tokyo Trade Center exhibit

Market survey shows good sales possibilities for skis, boats, skin-diving equipment, workshop tools, luggage, sportswear

U.S. makers of high-quality sports and leisure-time products are offered the sales target of Japan's large and demanding consumer market through a special exhibition at the U.S. Trade Center in Tokyo, June 26-July 1.

Japan is an important world supplier of sports and leisure goods, but U.S. exports of these goods to Japan have almost tripled in 3 years, jumping from $4.2 million in 1962 to more than $12 million in 1965.

This export sales record, in the face of increased Japanese production and higher cost of U.S. products, is attributed to technological advances in American equipment, according to market studies conducted in Japan for the Commerce Department.

The Trade Center show is expected to attract buyers from all parts of Japan. A vigorous market development program is in progress to tell this special audience that goods on display will be the latest U.S. industry has to offer, tailored to the needs of Japan's commercial market. An agency-finding service for U.S. firms not now represented in Japan also in operation.

Leisure time rising

Japan has one of the world's most rapidly expanding economies. Improved living conditions and standards, and an increase of leisure time, have boosted the market for sports and leisure goods.

Activities that account for most of the sales of sports and leisure goods in Japan include baseball, skiing, golf, tennis, track and field events, ice skating, badminton, fishing, bowling, swimming, water sports and mountain climbing.

In 1965, the Japanese spent about $4 billion for leisure-time equipment, including workshop tools, educational games, wearing apparel, leather travel goods, home-recording equipment, hi-fi sets and kits, and home-movie equipment.

Japanese market surveys show that sporting goods with the most favorable export potential for U.S. firms include skis, boots and other accessories; fishing rods and reels; golf, basketball, tennis and baseball equipment; mountain-climbing and camping equipment, and wearing apparel.

Water sports equipment offering sales opportunities in the Japanese market include outboard motorboats (wood and fiberglass, up to 14 feet long); boat motors (to 40 h.p.); magnetic compasses and instruments; boating accessories and hardware (stainless steel or other rust-resistant alloy); skin-diving equipment; surfboards; life jackets and cushions, and wearing apparel.

Leisure-time products with good sales potential in Japan include the following:

► Workshop tools—personalized tool kits and lightweight paint sprayers needing no air compressors

► Craft and hobby kits—wood and metal craft; glass decorating kits, and toymaking kits

► Educational games — sophisticated games with explanations in Japanese

► Do-it-yourself kits and educational toys—vacuum-formed or extruded plastic toy kits; scientific kits on space, oceanography and computers; educational and industrial-type electronic kits; and kits for flying, sailing and racing models suitable for contests

► Photography and home-movie equipment—slide projectors; compact slide viewers; inexpensive home developing kits, and cameras

► Travel and leather goods—luggage; convenience kits; items for traveling with children, and refreshment kits.

U.S. makers of sports and leisure goods have been especially successful at selling in Japan through Commerce Department export promotions.

A U.S. exhibition of leisure goods and equipment in Tokyo's international trade fair in April 1965 has brought the 25 U.S. exhibitors about $2.9 million worth of new export business in Japan. The 12 firms in the group seeking agents appointed a total of 46 new representatives.

Results of a sporting goods exhibition at the Tokyo Trade Center in September 1964 show that the 41 U.S. exhibitors have made sales in Japan totaling $817,000.

U.S. firms interested in taking part in the Trade Center show may obtain more information from the Bureau of International Commerce (code 926), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202—WOrth 7-3846), or from any of the Department's 42 Field Offices.

$6.1 million in sales expected from Ghana

With the clarification of import license allocations to be made, the sales expected during the next year by participants in the U.S. Exhibition at the First Ghana International Trade Fair have risen from the $2.5 million originally reported (Mar. 13 issue) to a total of $6.1 million.

Seventeen firms exhibited in the commercial area of the U.S. Pavilion at the fair, which also featured a sample product display, a mobile trade fair, a Business Information Office, and a visit by a U.S. Trade Mission during the first part of the fair.

The five-sided export promotion drive was the first of its kind, and its results boosted confidence in the plans of the governing National Liberation Council to have Ghana re-enter the international business community as a full-fledged trading partner.

Revised sales forecasts for the next year by Caterpillar's local agent, Ghana Consolidated Machinery & Trading Co., call for $2.3 million in business as a result of the fair.

Following Caterpillar closely, Continental Grain Co., which had no immediate sales at the fair, now expects to ring up sales of $1.5 million by this time next year. Also in the million-dollar category was the House of Seagram distillers, which concluded an agreement to make the Ghana State Distilleries exclusive representatives in the country for Seagram's extensive line of spirits.

Others predicting significant sales after the fair include National Cash Register Co., which expects to sell $500,000 worth of its computers and electronic accounting machines. Dakota Fabrics, which had the largest off-the-floor sale, $220,000, expects to market an additional $300,000 worth of its fabrics in 1967. Carrier International also expects sales of $300,000 of its small air conditioners in Ghana.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: A total of 571,391 **French** industrial enterprises employ 6.5 million workers, according to a preliminary analysis of the 1963 industrial census. About 600 enterprises employ over 1000 workers each, and account for 42% of total industrial production. The building industry, with 241,673 enterprises or 42% of the total number, is the least concentrated. The most concentrated industries are: extractive, metallurgical, glass, chemical and rubber. The value added by industrial enterprises aggregated $30 billion in 1962, which amounted to 47% of gross domestic production. More than half of the value added (54.7%) consisted of wages and social security taxes. The next census is scheduled for 1970. . . . Twenty-two plants representing investments which total $50 million have been approved for the 1967 phase of **Spain's** Development Plan for Seville—one of the seven development poles. The new approvals will result in nearly 200 plants with investments totaling $219 million and employing about 19,400 workers which have been approved under the Plan. The food processing industry has now surpassed the construction industry in terms of the value of newly approved investment. . . . **Swiss** industrial production for 1966 registered a growth of 3% over 1965. The export-oriented chemical and watch industries showed the greatest growth, going up 19% and 14%, respectively. However, other important industries registered declines. Metallurgy and textile output were both down 4%.

Argentina reorganizes

Government enacts far-reaching program; longer-term outlook promising

By LUBERT O. SANDERHOFF
Economic Officer
U.S. Embassy, Buenos Aires

The Argentine Government has announced that it will carry out a number of major structural reforms, and has indicated that 1967 will be a year of reorganization to lay the foundation for the longer-run development program to be started in 1968.

Crucial elements in the Government's immediate program are reduction of the budget deficit, reorganization of state enterprises, and the transfer of resources from low- to high-productivity sectors of the economy.

The Government has repeatedly declared its strong desire to enlist the cooperation of foreign capital, both public and private, in its efforts to achieve a more satisfactory growth rate.

Argentine economic policy has been increasingly aligned with International Monetary Fund standards, and foreign loans are being negotiated. Relations with key international financial institutions have been improved and will lay a basis for a possible resurgence of interest on the part of American and other foreign private investors.

Government steps

The Government has taken a number of other important steps which should strengthen that interest. These include negotiations for an expanded guaranty agreement with the United States, preparation of a new petroleum law, negotiation of agreements with two U.S. petroleum firms, and settlement of long-standing British and French claims for payment for expropriated properties.

The stabilization program will involve a good measure of austerity and will not be easy to put into effect. However, success could pay substantial dividends for the country. In the meantime, U.S. investors and suppliers will be well advised to follow closely the developing economic scene in Argentina.

Investment possibilities in the petroleum field have reappeared since the adoption of a new policy by the Government. Whereas, in 1963 contracts of private companies were annulled and negotiations opened for the withdrawal of those companies from production, agreements now have been reached with Cities Service and with Pan American Oil Company (Standard Oil of Indiana) looking to continuance of their operations in Argentina.

A new petroleum law with concessional provisions is understood to be in an advanced draft stage and may present opportunities for other firms to go into production. In the recent past, company production and drilling operations have been on the basis of contracts with YPF, the state-owned oil entity.

Currently, U.S. investors are showing interest in petroleum by-products, chemicals, steel, automotive parts, pulp and paper, glass, and food-processing. The Government has indicated particular receptivity to proposals for investment in Tucuman Province; U.S. investment projects involving labor-intensive activities may find it useful to investigate possibilities there.

Opportunities exist for American suppliers as well. A number of capital development projects merit study, including those for port expansion, reequipment of railroads, and the provision of hydroelectric power, and irrigation and flood control.

Suppliers should also be interested in industrial expansion plans in the steel sector, which are designed to increase output of iron and steel significantly by 1970-72. There should be opportunities for the supplying of equipment and raw materials, even if only a portion of these plans bear fruit.

Low import level

The overall level of imports has been low for several years, while export earnings have been steadily increasing. Capital goods imports have been at a particularly low level, and this has increasingly become a problem because of the need for replacement of outmoded equipment.

Credit term restrictions which have generally confined capital goods imports to transactions featuring low interest rates and long term payments are currently under review within the Government.

Following two years of substantial expansion averaging about 8%, GNP declined by slightly more than 1% in 1966.

Cost-of-living and wage levels increased by about 30% and 34%, both lower than the previous year's increases of 38% and 35%, respectively. Employment has been maintained at a reasonably

MARKETS OUTSIDE BUENOS AIRES deserve the attention of U.S. exporters. This is the modern commercial section of Bahia Blanca, a city 340 miles south of the capital with more than 100,000 people.

satisfactory level despite a significant loss in manhours due to strikes, shutdowns, and reduced workweeks.

Exports continued their upward trend and exceeded $1.5 billion in 1966, an increase of 3% over 1965. Imports followed the declining pattern of the previous two years and at $1.1 billion were about 8% lower than 1965.

The surplus on current account offset most of the deficit on capital account, including substantial debt repayments. As a result there was little change in the reserve position of gold and foreign exchange and the foreign debt position of Argentina showed some improvement.

The decline in GNP was particularly pronounced in the agricultural sector, which registered a 13% drop. After the exceptional crop years of 1964 and 1965, wheat output declined by 54% in 1966, but was compensated for in part by an excellent corn crop. The output of the livestock sector increased by over 8% and meat exports were well above those of 1965. Export prices, however, were on an average lower than in 1965.

Industries below par

Most industries operated below capacity in 1966. Manufacturing output declined by 1.4%, with consumer goods and capital goods registering a much sharper decline. Food production, excluding meats, and clothing remained at 1965 levels.

Automotive vehicle production was off by about 8% and crude steel declined about 6%. Tractor and other farm equipment production also declined.

Output of the extractive industries increased by nearly 5%.

The physical volume of construction put in place increased by over 5%, due almost exclusively to the rate of private housing construction; other construction categories showed little change from the preceding year.

As in previous years, electricity and gas output continued to increase at about 7%, but all other services showed a decline.

Monetary policy continued to play a rather permissive role in 1966. By year's end, the money supply had increased by about 31%, or more than the rise in the cost of living.

The budget continued to be a major inflationary factor. The deficit increased slightly in constant prices, primarily as a result of increased operating expenditures, including those of the state enterprises. As in previous years, the state-owned railways acounted for about half of the budget deficit.

Public investment expenditures, both for expansion and modernization, continued to be restricted. In the latter part of the year, the new administration made efforts to reduce the budget deficit by tightening up on tax collections and imposing new taxes.

The economic outlook for 1967 is rather mixed. Agricultural output should rise, as a result of a substantial increase in wheat production over the very low 1965 level, and a hoped-for large corn harvest, though most other crops are expected to approximate their 1966 level. Beef production may increase further but the outlook for meat exports is uncertain.

Higher agricultural incomes can be expected to be reflected in an increased demand for agricultural machinery and vehicles. Private housing construction should expand at about the 1966 rate.

A contraction of the budget deficit, together with a firm policy regarding wage increases, would significantly reduce the need for inflationary credit expansion and would be an important step toward reducing the rate of inflation.

The budget for 1967 suggests the policies to be followed in an effort to reduce the budget's impact on the rate of inflation. Operating expenditures are to be held roughly constant in real terms, but direct investment expenditures of the Central Government are expected to increase substantially.

A 15% salary increase for public employees is envisaged and a number of new tax measures are expected to increase total revenues above those resulting from normal growth in revenues and better tax collection procedures.

A major contribution to better budget balance is expected to come from a reduction in the subsidy to the state enterprises, particularly the railroads. To make this possible both passenger and freight rates were raised beginning in January, and a major reorganization of operations is envisaged.

Tariff revision

The Government made a major revision of the tariff structure in March, in order to reduce the cost of imported raw materials and semi-finished goods, and to increase the competitiveness of private industry. Surveillance over prices is contemplated for the short run, to assure that the benefits of these measures will result in lower prices and expanded production, rather than being reflected merely in higher profits.

The key to prospects for American suppliers and, in particular, investors in Argentina will be the Government's stabilization policy.

There may be a period of anxious waiting while some of the difficult measures are being put into effect and before they begin to show their expected results. But, once through this period, there could be a substantial inflow of capital from the U.S. and other countries, as well as an expansion of imports, particularly capital goods.

Stability brings promise

Government encourages private business to become bulwark of economy

By MORRIS ALLEN

Commercial Attaché,
U.S. Embassy, Rio de Janiero

Brazil in 1967 offers the competitive and imaginative U.S. exporter new and growing sales opportunities.

Brazil's potential as a market—with vast natural resources and a population expected to surpass 100 million within the next five years—has long been known.

The new element in this equation—a return to greater political and economic stability, coupled with strong government encouragement to private investment and trade, both foreign and domestic—makes this an oportune time for U.S. firms to assess their potential role in Brazil.

Brazil's dynamic growth factors include a rapidly increasing population and urbanization, high levels of public and private investments buttressed by sizeable external aid and credit, plus new extensive import liberalization measures.

These factors are expected to generate import demands large enough to offset such potential import-restraining factors as current business slowdowns, Brazil's growing self-sufficiency in many consumer and industrial lines, and over 22% higher cruzeiro import costs due to devaluation.

The growing import needs of Brazil's economy are reflected in the 36% import increase in 1966.

Continued increases are expected in 1967, although perhaps not at such a rapid rate.

Tight credit

The most worrisome business factor at the moment is the cumulative effect of tight credit and declining purchasing power. While import prospects could be dampened by any deepening or prolongation of the current business slowdown, this is not generally expected.

Business failures and creditors' agreements may continue high in 1967, but most substantial companies should be able to adapt their affairs to current economic policies. Furthermore, the new administration may be more liberal with financial assistance to companies in distress and also with policies to maintain purchasing power.

On balance, with the economy fundamentally sound, an early business upturn is anticipated.

Brazil's return to more stable political and economic policies is attracting sizeable investments and external aid. The 169 new private investment projects, both foreign and national, approved by the Ministry of Industry and Commerce in 1966 give some indication of the renewed confidence in Brazil's future.

Preferred industries

The approvals, which total $500 million, include projects for establishing, modernizing or expanding businesses in the following fields: chemical, pharmaceutical and fertilizer; iron and steel and non-ferrous metals; motor vehicles and heavy industrial, highway or agricultural machinery; textiles, leather and shoes; and food processing.

While making allowances for possible duplications, and uncertainties as to dates of completion, these data show that the private sector is reacting favorably to growing governmental support for its role as the principal means of achieving economic development for Brazil's fast-growing population of 85 million.

This support is coming in the form of favorable business policies supplemented by extensive business incentives and infrastructure projects. Many other projects not within the jurisdiction of the Ministry of Industry and Commerce, including mining, energy, housing, infrastructure and all those investments for which no special government privileges or benefits were requested.

Financial aid from domestic and external sources greatly augmented the number of 1966 projects generating import demands.

Brazil's own National Economic Development Bank (BNDE) invested over $240 million in infrastructure work and industrial expansion. Other leading sources of aid in 1966 included an estimated $300 million from the U.S. and $45 million from the Inter-American Development Bank. Third country project lending in 1966 also included $6 million from Germany and $3 million from Denmark.

All told, imports for public and private investment projects in 1966 were about four times those of 1965.

Public and private contributions to Brazil's economic development may run much higher in 1967, especially if advance predictions of the new administration's economic development priorities are fulfilled. To help achieve Brazil's annual GNP growth rate target of 6%, planned public investments for 1967 call for a 16% increase over 1966 in real terms, as well as a sizeable increase in planned disbursements by major external financing agencies.

Further expansion of Brazil's imports in 1967 will come from her new trade liberalization policies aimed at improving domestic productivity, lowering costs, and stimulating export expansion and diversification.

As a result of the overhaul of the

EXPENDITURES FOR DEVELOPMENT may run much higher in Brazil this year. Public outlays alone are planned to rise 16%. This unit is being installed at the Furnas hydroelectric project. (World Bank)

U.S.-MADE STEAM SHOVEL clears the site for a new industrial project. Machinery and equipment for Brazil's new or expanding industries will continue to receive preferential tariff treatment.

tariff structure, all but about 150 tariff rates are lower than formerly. Under the new system, even special category imports, which were formerly considered relative luxuries or produced locally, will be processed like general imports, at little more than half of the former import costs.

Still duty free

Continuing to enjoy duty free, or at least half-duty rates, will be machinery and equipment for new or expanding industrial projects receiving government approval.

Furthermore, under the new tariff decrees, Brazil's "similare" must meet stricter criteria as to price, quality, and delivery time. Before competing external imports will be denied duty-free or other special government privileges.

The lowering of import barriers has been made possible by Brazil's favorable trade balances and growing foreign exchange reserves, currently estimated at about $450 million. These same favorable developments, including the elimination of commercial arrearages due to foreign exchange shortages, have also led more and more countries to improve Brazil's credit rating and to offer her new and more liberal credit terms.

This, in turn, has resulted in greater competition for U.S. exporters, especially in sales of capital goods which presently constitute Brazil's primary import market.

Longer credit terms are a must for most Brazilian importers. Working capital is scarce and costly. With prime commercial rates of 3% or more per month —not too surprising with a 1966 inflation rate over 40%—importers are seeking all possible ways of conserving working capital. Furthermore, Brazil's commitment under the 1964 Hague Club debt renegotiation agreement calls for limiting her new medium-term credits to the total amount of such debt repaid each year, currently about $90 million.

Longer-term credits

Thus, most importers are forced to seek longer-term credits, especially for capital goods. U.S. exporters of capital equipment who are not able or willing to offer such long term credits are at a serious competitive disadvantage, unless their capital equipment receives the more liberal credit financing available under aid programs of the U.S. or other international agencies.

In 1967, import financing possibilities via U.S. aid are expected to be basically similar to those of 1966. Capital goods may be imported by Brazil's government agencies for specific projects approved and financed under AID's liberal 40-year repayment terms. A wide variety of capital goods may also be imported by private importers under AID's recent $100 million program loan to Brazil, which sets aside $40 million for financing capital goods and $60 million for general imports from the U.S. The loan provides favorable credit terms to finance the import transactions.

Growing competition for many capital goods normally imported from the U.S. or Western Europe comes from Brazil's efforts to open new markets for her surplus coffee stocks in Eastern Europe, in return for greater imports from that trading area.

Soviet competition

Many kinds of capital goods are being offered at highly competitive terms, especially under the Soviet Union's $100 million line of credit for machinery and equipment which was signed with Brazil last August. This agreement provides for suppliers' credits up to eight years at 4% interest.

In terms of total imports, the U.S. remains by far Brazil's leading supplier, followed by West Germany and Argentina. In terms of major import categories, the U.S. is particularly strong in chemicals and machinery and equipment.

Detailed data are still lacking for 1966, but preliminary estimates show that imports of machinery and equipment were 40% higher than in 1965, revealing a significant return to investments in the fixed assets which are so important to Brazil's economic development.

Significant Brazilian imports of which the U.S. was the leading supplier in 1965 are non-agricultural tractors; aircraft, engines and parts; lubricating oils; earth-moving and road construction equipment (excluding tractors); butadiene; sulphur; and steam boilers and turbines.

Some examples of the competitive conditions facing U.S. exporters are the 15-30% lower prices and up to ten years credit offered by European countries and Japan on metal-working machinery, the 10-30% lower prices of organic acids sold by European competitors, the lower prices (10-25%) and up to ten years credit on European textile machinery, and the 10-30% lower prices of European polyacids and derivatives.

For the all-important capital goods field, extended maturity periods are the deciding competitive factor for Brazilian importers.

In conclusion, in Brazil's expanding market, many excellent opportunities await the alert and competitive exporter in both 1967 and the future.

Indian budget holds to revenue line; spiralling prices still top problem

Development emphasis shifts to agriculture and family planning; Finance Minister calls 1966 economic record 'disappointing'

As expected, India's interim budget for the fiscal year beginning Apr. 1 contained no new revenue proposals. The full budget is to be presented in early May at the next session of the Indian Parliament.

The budget message, delivered by Minister of Finance Morarji Desai, singled out the following as the country's highest priority development activities: agricultural programs, including minor irrigation projects, major irrigation projects nearing completion, and agricultural credit; family planning; and agriculture-serving industrial programs. He said that requirements for these programs have been been covered even in the limited interim budget.

The Finance Minister described his country's economic performance during the past fiscal year as disappointing in many ways. The budget deficit for that year was estimated at $455 million, as opposed to the original estimate of only $41.6 million. He ascribed the country's economic difficulties to low output, the foreign exchange situation, the continued rapid rise in prices, and unfavorable weather for the second consecutive year.

He reported that preliminary estimates indicate a 9% drop in Indian exports for April-December 1966 compared with the same period in 1965, and that foreign exchange reserves declined by $18 million in April-December 1966 despite significantly lower imports than in the same 1965 period.

The Minister warned that the spiral of rising prices must be halted by concerted action on many fronts. He termed the pace of price increases as the most disturbing fact facing the government in formulating economic policies.

Foodgrain production in 1966-67 may be as low as 76 million tons, compared with the 89-million ton bumper crop of 1964-65 and the 72.3-million ton crop in 1965-66, Desai said. The monsoon failure has wiped out agricultural incomes, created a serious supply situation in food and agricultural raw materials, and caused stepped-up food imports that are further straining foreign exchange resources.

He also noted that industrial output had increased only 2.4% during April-November 1966 over the same 1965 period, and that an absolute drop in production had occurred in many agriculture-based industries, although some agriculture-serving industries such as diesel pumping sets and pesticides have fared better.

The Finance Minister spotlighted the agricultural setback as a major cause of the sharply increased budget deficit estimate for fiscal 1966-67. He said that expenditures have increased owing to the scarcity of relief assistance, subsidies for imported foodgrains, and higher agricultural development outlays, while revenues were restricted by lower tax receipts, a decline in import duties due to the drop in non-food imports, and the failure of the railways for the first time in decades to earn a normal dividend.

He reported that the Aid-to-India Consortium countries pledged $900 million in non-project aid for fiscal 1966-67, and that India also signed aid agreements with the Soviet Union, Sweden, Yugoslavia and Hungary.

The interim budget was presented as balanced, with receipts and expenditures each equal to $3,290.3 million. During the current session, the Lok Sabha (lower house of Indian Parliament) is expected to vote on authorizing expenditures for the first third of the new fiscal year.

Dominican Republic issues new customs regulations

Effective Apr. 5, 1967, tourists and returning residents arriving in the Dominican Republic will be required to make a written declaration on all new articles in their baggage.

New articles not declared will be subject to applicable duties and taxes plus a 50% surcharge, and may not be included in the $100 exemption provided by law.

Panama puts quotas on pipe, crackers and handicrafts; soybean, rum quotas changed

Panama's Office of Price Control has applied import quotas to crackers and cookies, cast iron pipes and joints, and handicraft articles, and has also modified the quotas on soybean oil and rum concentrates. The action was taken to protect small but developing local industries.

The quota limitations on imports of crackers and cookies are expected to restrict future imports of these items to nominal quantities.

The resolution concerning imports of soybean oil does not modify the previous quota, but simply permits local buyers to contract for a year's supply of soybean oil in order to take advantage of current low world market prices.

Imports of certain cast iron pipes and joints for use in the plumbing trade are restricted to 50 or 60% respectively, of the value of 1965-66 imports. The quota was established to prevent the flooding of the local market with restricted items prior to production by a local plant.

The new quota established for rum concentrates during 1967 and 1968 is based on a decree-law which permits the Government to lower each year the authorized imports of rum concentrates by 25% of 1965 imports. Presumably no imports of this commodity may be made after 1968.

Iran-USSR sign 5-year, $554 million trade pact

Iran and the Soviet Union have concluded a $554 million five-year trade pact. The agreement provides for increasing annual levels of trade, ranging from $70 million the first year to $200 million the fifth year. The agreement became effective Apr. 4.

Iran will export lead and zinc ore, raw wool, gum tragacanth, textiles, towels, blankets, shirts, woolen wear, socks, shoes, electric refrigerators, space and water heaters, gas cylinders, office and household metal furniture, and, in 1970 on completion of the Iran-Soviet gas pipeline, natural gas.

The USSR will supply cement, unprocessed vegetable oil, butter, fertilizer, railway rolling stock, road and agricutural machinery, steel products, and aircraft.

For the year ending Mar. 20, 1966, total trade between Iran and the Soviet Union amounted to $34 million.

Germany raises tobacco excise tax; major changes to affect cigarettes

Prices will rise in some cases, while other brands will reduce contents of packages; cigar and pipe tobacco changes minimal

The German Government recently increased excise taxes on tobacco products effective March 1. The most important changes affect cigarettes, the major source of excise revenue. The new system of taxation of cigarettes involves a combination of specific and ad valorem rates, which eliminates certain tax benefits previously enjoyed by the industry. As a result of a slight price incentive the new system will enable the industry to push the sale of cigarettes in larger packs.

Until now, about 68% of all German cigarettes have been marketed in packs of 12 at a price of DM 1.00 (8⅓ pfennigs apiece). In the future most of these cigarettes will sell at 9 1/11 pfennigs apiece in packs of 11, retailing at DM 1.00. The excise tax for these cigarettes will be up by 15%, while the retail sales price will increase by only 10%, since other cost factors remain unchanged.

Another group of 8⅓ pfennig cigarettes have until now been sold in packs of 21 retailing at DM 1.75 and in packs of 24 retailing at DM 2.00 per pack. The industry is expected to try to increase the market share of these cigarettes by offering them primarily in packs of 21 at DM 1.90 or 9 1/21 pfennigs apiece, or in packs of 20 at DM 1.80 (9 pfennigs apiece).

The group of cigarettes which has been retailing at 8¾ pfennigs (about 14% of total sales) in packs of 20 at DM 1.75, will in the future retail at 10 pfennigs, in packs of 20 at DM 2.00. The excise tax on these cigarettes will increase by about 25% and thus eliminate the tax advantage enjoyed thus far by the industry.

The price of tax-favored cigarettes containing at least 50% domestic tobacco and accounting for about 3% of total sales will be increased 7.5 to 8⅓ pfennigs apiece, or about 11%. The excise tax on these cigarettes will rise by about 15%. Their share of the market is slightly less than one percent.

Cigarettes which have until now retailed at 10 pfennigs apiece (about 4% of sales) will be sold at 11 pfennigs, a 10% increase. The excise tax will rise about 19%.

Cigarettes retailing at more than 11 pfennigs account for only a fraction of one percent of total sales. The changes envisaged in the taxation rates and retail prices in these products will not significantly influence future market developments.

Changes in the tax rate of cigars and smoking tobacco are aimed not at deriving higher revenues from these products but rather at preventing them from making significant inroads in the cigarette share of the market, as cigarette taxes are an important source of excise revenue.

For specific information on the new tax rates, **write:** to the European Division, OIRE, Department of Commerce, Washington, D.C. 20230.

Ecuador reduces deposits, expands prohibited list

Ecuador's Monetary Board has reduced the prior import deposit for all List I and for certain List II imports, while adding to the list of prohibited imports.

The prior import deposit for List I imports (essentials) is reduced from 50 to 35%. For List I imports financed externally from 180 days to one year, the deposit is reduced from 25 to 15% and for those financed externally for one year or more, the deposit continues to be remitted.

The prior import deposit for certain of the List II items subject to a 70% deposit (semi-essentials) is reduced to 50%. The 17 items affected are mainly agricultural and industrial raw materials. The deposit for certain of the List II items subject to a 140% deposit (non-essentials) is reduced to 100%. The 73 items here affected include such products as certain feedstuffs, seeds, photographic goods, plastic polishing agents, resin coatings, paper for office machines and surgeons' gloves.

Items added to the prohibited list include retread and used automotive tires, and 34 additional paper, automotive, fabricated metal and other items.

This information should be incorporated in OBR 66-43, pages 5 and 6, under Non-tariff import controls.

French-Swiss tax treaty excludes some foreign firms

Innovations in the revised Swiss-French treaty for avoidance of double taxation, which is presently being considered for ratification by the Swiss legislature, could affect U.S. companies doing business in both countries. The new agreement was signed September 9, 1966, in Paris and if ratified will become effective as of January 1, 1967. The new agreement replaces the agreement of December 31, 1953.

The significant innovations, included at the request of the French Government, are designed to exclude from the benefits of the agreement foreign-controlled companies domiciled in Switzerland but not doing business there. This was done by providing that to benefit from the agreement a company (1) may not pay out more than half of its income to settle claims by foreigners, (2) must distribute at least a quarter of its income in dividends, and (3) must not take advantage of the special tax treatment accorded by several Swiss cantons to foreign-owned holding or international service companies. The first two points do not represent a change in practice, since they have been applied unilaterally by Switzerland under the Federal Council Decree of December 14, 1962. The third item is a new development and may include some firms not previously covered.

While the clause regarding exchange of information was taken unchanged from the previous agreement, the Swiss agreed informally to interpret the clause less restrictively and to provide the French authorities with information on income from Swiss sources necessary to calculate the rate of tax applicable to residents of France.

The Federal Republic of Germany has indicated it is also interested in renegotiating its double taxation treaty with Switzerland and may seek changes similar to those accorded France.

Chilean Government permits imports of farm machinery

On February 27 the Chilean Government authorized the importation on consignment of up to US$15,058,700 worth of agricultural machinery. Transactions will take place through CORFO, a Chilean Government economic development entity.

To increase agricultural productivity, CORFO is financing purchases of agricultural machinery by Chilean farmers. These imports will be exempt from the payment of prior import deposits.

Indian president lists objectives of economic plan

Advocates family planning, cut in imports, halt to rising prices

In his annual address to a joint session of the new Indian Parliament on March 18, President Radhakrishnan listed four major government objectives in the economic sphere.

These objectives are:

to end dependence on food assistance from abroad by the end of 1971;

to do all possible to halt the trend of rising prices in basic commodities and achieve conditions of stability;

to attain and sustain an adequate rate of economic growth in order to eliminate the need for external economic assistance by 1976;

to pursue the national family planning program with the objective of reducing the birth rate from 40 to 25 per 1000 as soon as possible.

Dr. Radhakrishnan stated that the draft outline of the Fourth Indian Five-Year Plan is under review to consider adverse effects of drought, rising prices, and the prospects of mobilizing additional resources, both internal and external.

The plan is to be fully discussed in the National Development Council and thereafter in Parliament, the President said.

Agriculture and exports

To achieve self-reliance by 1976, special attention will be paid in the Fourth Plan period to those industries which will contribute most to rapid development in the immediate future, particularly industries which will be helpful to agriculture or will increase exports.

The Indian leader stressed the need for greater use of existing industrial capacity and the greatest emphasis on higher efficiency in both public and private sectors. He noted also that private industries should yield greater profits in order to sustain further development.

The government intends, the President said, to make every effort to augment agricultural production. India's food import requirements must be reduced in each successive year. Towards this end, the government will pay special attention to adequate availability of fertilizers and improved seeds and to credit needs of farmers.

Greater emphasis will be placed, he added, on minor irrigation and energization of wells, and efforts will be made to expedite completion of major irrigation projects that are in advanced stages of construction and to insure the fullest employment of the irrigation potential already created.

Argentina authorizes private firm to build 350,000-ton steel mill

The Government of Argentina has approved the Propulsora Siderurgica S.A. project to expand steel production. The permission authorizes this privately-owned entity to proceed with installation of a steel mill in three stages.

The first stage, a cold rolling mill with 350,000 tons annual capacity, is scheduled for operation in late 1969; the second stage, a million-ton hot rolling mill, is targeted for late 1972; and the third stage calls for erection of blast furnaces and basic steel production in 1974.

Although the firm is a private enterprise it will be granted tax and import privileges roughly similar to those allowed the competing state-owned steel mill. Credits from overseas sources will be granted official guarantees.

The project has been in the advanced planning stage for several years; it is not yet a steel producer. Financing has been a major obstacle. Although no current cost estimates are available, a 1964 estimate placed that cost at over $200 million. Where the funds or equipment will come from is not yet known, but it is likely that Italy will figure prominently in the supply picture.

The integrated plant will be erected at Ensenada, a port city near Buenos Aires. It is estimated that completion of the first stage will cost more than $70 million and will provide direct employment to some 2,000 workers.

Spain cuts additional duties on iron and steel billets

Spain has announced that her supplemental import duty on billets of iron and steel (other than special unalloyed steel), tariff item 73.07-B-1, has been reduced from 900 pesetas per metric ton ($15) to 475 pesetas per metric ton ($7.92).

Supplemental duty is levied over and above normal duty, which has not changed.

Iran tightens its import controls, lists new taxes

New measures aimed primarily at protecting Iranian producers

Import-export regulations for the new Iranian year which began March 21 provide for more government controls and higher commercial profits taxes on a wide range of products. The new measures appear to be aimed primarily at the protection of new Iranian industrial ventures.

Imports of the following items now are subject to the prior approval of the Iranian Government: passenger cars and trucks, motorbikes and bicycles, including components; compressed air, gas and jet engines; tractors; rubber tires; deep well pumps; steam boilers and turbines; fertilizers; certain chemicals, including caustic soda and methyl alcohol; certain pharmaceuticals; sheet glass; cast iron pipe and joints; aluminum ingots and scrap; butter, fish, vegetable oils, vegetable shortening, and eggs; and artifical textile fibers.

Commercial profits taxes, which are levied in addition to import tariffs, were increased on a number of products. Passenger vehicles are now subject to an additional tax ranging from a minimum of $330 on cars valued under $1320 to a maximum of $1320 on cars valued over $3960.

The tax on powdered milk is now $0.40 per kilogram; fresh butter and vegetable shortening, $0.59 per kilogram, and on television tubes, $6.60 each.

Additional taxes of $0.66 per meter on woolens and $0.79 per kilogram on refrigerator compressors have also been levied.

Importers of components for refrigerators and air coolers are no longer exempted from paying commercial profits taxes.

Increases in commercial profits taxes were also made for starches; glucose, maltose, and lactose; sealing wax; aromatic essences; glazed and oil waxed paper; woolen thread and yarn; crockery household toilet articles; glass products; iron and steel products; and clocks and watches.

Mission finds 34 openings for joint ventures, licensing agreements in Ghana, Zambia and the Congo

Openings found to make drugs, textiles, soap, razor blades; several African firms want help in commercial farming projects

Members of the U.S. Trade Mission to Ghana, Congo, and Zambia discovered interest in obtaining U.S. participation in 34 various joint venture and licensing arrangements.

Manufacturing opportunities exist in such diverse fields as pharmaceuticals, textile products, soap, water heaters, feed and razor blades. In addition, several African entrepreneurs seek the assistance of U.S. investors in establishing commercial farming projects.

Firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce. The identifying IR number is listed immediately after the address of the foreign firm.

GHANA

0110 Commercial farms

An Accra trading firm states it has received a Government of Ghana license to grow peanuts and corn on a 5,000-acre site. It seeks a joint venture with an experienced U.S. company to clear and develop the property. The U.S. participant is asked to supply such agricultural machinery as tractors, planters and harvesters.

Established in 1952, the Ghanaian company handles building materials, hardware and food products.

Write: J. A. Addison & Company, P.O. Box 343, Kumasi, Ghana. **IR-2G.**

A joint venture to develop a six-square-mile site suitable for oil palm and casava production is proposed by an Accra importer of agricultural machinery. A U.S. company would be requested to furnish an undetermined amount of capital and technical know-how.

The Ghanaian firm was established in 1958 and has 20 employees.

Write: Cosmos African Trading Co., Ltd., P.O. Box 2359, Accra, Ghana. **IR-7G.**

1410 Limestone quarrying

A joint venture to develop a reportedly extensive limestone deposit is proposed by an Accra concern. Asked of the U.S. participant is the necessary machinery and equipment.

Write: Industrial Planners and Architects (Ghana) Ltd., P.O. Box 3, Achimota, Accra, Ghana. **IR-40a-G.**

1497 Diamond mining

An Accra mineral development firm seeks a joint venture with an experienced U.S. mining company to exploit a five-square-mile area where diamonds are reported to exist. The Ghanaian firm claims to have a concession to work the site and says it is currently conducting a feasibility study.

A U.S. mining company is asked to provide approximately $600,000 and technical assistance in return for an undisclosed interest in the project.

Write: Industrial Planners & Architects (Ghana) Ltd., House No. 1, Achimota College Road, P.O. Box 3, Achimota, Accra, Ghana. **IR-40b-G.**

1510 Building construction
1610 Highway construction

An Accra engineering firm seeks a joint venture with an experienced U.S. construction company to engage in general construction work. The Ghanaian firm states it has architectural and engineering experience on such projects as hotels, roads, commercial buildings and plants. It has around 45 employees.

Write: Ghana Architectural and Civil Engineering Ltd., P.O. Box 2335, Accra, Ghana. **IR-122G.**

1511 Home construction

An Accra building contractor seeks a joint venture with a U.S. construction company to build homes for the Government of Ghana. Reportedly, the Government will pay 5 to 10% down with the balance over ten years. Established in 1950, the company claims to have 1500 employees.

Write: Oyoko Contractors, Ltd., P.O. Box 4233, Accra, Ghana. **IR-37G.**

2211 Textile products

Established in 1928, an Accra distributor of textile products and household goods is interested in a joint venture to manufacture such textiles as blankets and towels, hand tools, twine, plastic products and fishing lines.

The Ghanaian entrepreneur is prepared to visit the U.S. to discuss his plans with U.S. firms responding to this proposal.

Write: Leon Haroutunian, P.O. Box 392, Accra, Ghana. **IR-25G.**

2250 Knitting mill

A joint venture to establish a knitting and/or a weaving mill is proposed by an Accra shirt manufacturer. The chief thing required of a U.S. textile company would be technical know-how.

The Ghanaian firm was established in 1962 and has approximately 200 employees. It produces shirts for men, women, and children.

Write: Khemco Garment Factory (Ghana) Ltd., P.O. Box 3870, Accra, Ghana. **IR-82G.**

2299 Nylon fishing nets

An importer and distributor of fishing lines proposes a joint venture to manufacture nylon fishing nets. A U.S. company is asked to provide about $600,000 plus technical know-how in return for 49% equity in the project.

Write: Kingsley Glah Co., Ltd., P.O. Box 2825, Accra, Ghana. **IR-24G.**

2320 Shirts

Established in 1954, an Accra garment manufacturer seeks a joint venture to produce shirts. Asked principally of a U.S. participant is technical assistance. The Ghanaian company is also interested in purchasing cotton yarn.

According to the Accra concern, it has about 650 employees and plans to build a new knitting plant this year.

Write: Glamour Garment Factory, Ltd., P. O. Box 1060, Accra, Ghana. **IR-131G.**

2392 Management consulting services

An Accra firm of management consultants is interested in a joint venture with a U.S. consulting concern seeking to establish operations in Ghana.

The Ghanaian company, which owns a trading firm dealing in textiles and farm machinery, has 12 employees.

Write: West Africa Management Consultants, International Commerce Co., P.O. Box 319, Accra, Ghana. **IR-85G.**

2499 Hardboard
2631 Chipboard

A joint venture to manufacture hardboard and chipboard is sought by an Accra producer of doors and door frames. Total cost of the project is estimated at $140,000. The Ghanaian company would provide approximately $60,000 and asks a U.S. participant to supply the remaining capital, plus technical know-how.

Established in 1966, the company claims to have around 150 employees.

Write: Oyoko Boahon, Ltd., P.O. Box 4233, Accra, Ghana. **IR-35G.**

2750 Playing cards
3963 Buttons

A joint venture to produce playing cards and buttons is sought by a manufacturer of women's garments. Asked of a U.S. participant in the proposed enterprise is about

$20,000 in the form of machinery and equipment in return for equity.

The Ghanaian firm was established in 1959 and claims annual sales of approximately $200,000.

Write: Bhagwan (Ghana) Ltd., P.O. Box 2733, Accra, Ghana. **IR-97G.**

2834 Pharmaceuticals

A joint venture to establish a small pharmaceutical facility to manufacture anti-malarial and anti-pyretic tablets, medicinal oils and patent drugs is proposed by a Kumasi pharmacist. The U.S. firm would be asked to furnish an undetermined financial investment, plus technical assistance in return for equity.

The Ghanaian entrepreneur claims to have 13 years experience in the wholesale and retail pharmaceutical business. He wants to install such equipment as an electrical tablet making machine, mixing vessels, and liquid and ointment paste filling machines in the proposed plant.

Write: Radiant Pharmacy Ltd., P.O. Box 3811, Kumasi, Ghana. **IR-75G.**

2840 Soap

An Accra distributor of bandages and absorbent products seeks a joint venture to manufacture soap. Requested of an experienced U.S. soap company is an undetermined capital investment, plus technical assistance. The Accra firm claims the Ghana Development Bank is prepared to grant a loan to the enterprise, provided a Ghanaian firm has a one-third interest in the project.

Current imports of all types of soap into Ghana amount to approximately $6 million a year, according to the Accra company, and a large part of this amount is supplied by one major producer.

Write: Abimbola and Co., E.A., P.O. Box 2486, Accra, Ghana. **IR-134a-G.**

2841 Laundry soap

A joint venture to manufacture laundry soap is sought by an importer of laundry soap, pans and galvanized pails. The Accra company would provide part of the capital and asks additional capital and technical know-how from a U.S. firm. The firm claims that the laundry soap market in Ghana is estimated at $3 million annually, of which $1.3 is accounted for by imports.

Write: E. A. Abimbola and Co., P.O. Box 2486, Accra, Ghana. **IR-39G.**

2899 Salt

A manufacturer of shirts and blouses seeks a joint venture with an experienced U.S. firm to produce salt from sea water. The Accra firm, which would contribute $75,000 to the proposed project, claims the only Ghanaian company presently engaged in this process supplies 50% of the market.

Established in 1946, the Accra concern has about 200 employees.

Write: Khemchand and Sons (Ghana) Ltd., P.O. Box 1753, Accra, Ghana. **IR-112G.**

3141 Shoes

Established in 1949, an Accra footwear manufacturer seeks a joint venture to make shoes. The firm is also interested in purchasing such materials as leathers, insoles and heels from a U.S. supplier. The Ghanaian concern claims to have around 30 employees.

Write: Ambassador Shoe Stores, Ltd., P.O. Box 368, Accra, Ghana. **IR-34G.**

3411 Metal cans

An Accra building hardware distributor seeks a joint venture to make such light metal products as cans and hardware.

Write: Zat Store, P.O. Box 2806, Accra, Ghana. **IR-50G.**

3461 Metal buckets and pans

A joint venture to produce galvanized buckets and pans is sought by an importer of cotton products. The Accra firm suggests that galvanized sheets be brought into Ghana for processing at the proposed plant.

Write: Abimbola and Co., E.A., P.O. Box 2486, Accra, Ghana. **IR-134b-G.**

3481 Wire products

An Accra importer and distributor of paints, construction materials, and hardware seeks a joint venture or license to manufacture wire netting for fencing, and screening made of copper, brass or galvanized steel wire. The Ghanaian firm is also interested in making nylon mosquito nets.

The Accra concern would contribute around $300,000 to the proposed project. It requests a U.S. company to supply technical assistance and equipment. The Ghanaian company was established in 1921 and has 35 employees.

Write: City Paint Supply, P.O. Box 30, Accra, Ghana. **IR-41G.**

3620 Electrical equipment

An Accra engineer seeks a joint venture to establish a plant for the production of heavy electrical equipment.

Write: State Textiles Mfg. Corp., P.O. Box 486, Tema, Accra, Ghana. **IR-51G.**

3632 Refrigerators

An assembler of household refrigerators, air conditioners and gas stoves seeks to assemble these products through a license or joint venture with a U.S. firm. The necessary components would be supplied by the U.S. company.

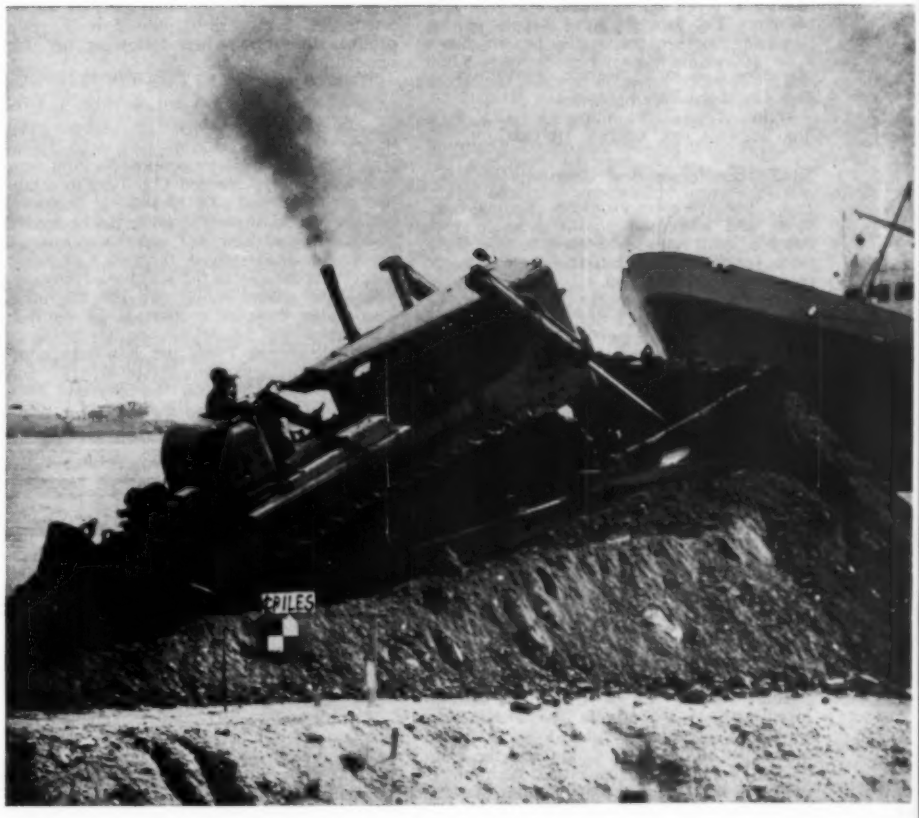
Established in 1961, the Accra concern employs approximately 50 people and assembles 20 refrigerators a day.

Write: Caramafra Ltd., P.O. Box 2400, Accra, Ghana. **IR-10G.**

3639 Water heaters

A joint venture to manufacture water

MISSION UNCOVERED many sales opportunities for heavy machinery for use in construction projects. Mission report also included details of 25 investment opportunities for U.S. businessmen.



THIRD LARGEST COPPER PRODUCER in the non-Communist world, Zambia's economy is more highly industrialized than many others in Africa. These men are using a Thor saw at the Mufuli mine.

heaters is proposed by an Accra plumbing company. The firm estimates that the annual Ghanaian market for water heaters from 5- to 100-gallon capacity is between 5,000 and 6,000 units. Founded in 1964, the Accra firm has about 90 employees.

Write: Gardiner Plumbing Co., Ltd., P.O. Box 2428, Accra, Ghana. **IR-128G.**

3842 Bandages and dressings

A Ghanaian sales agent for medical bandages and absorbent cotton products proposes a joint venture to manufacture these items in Nigeria. He estimates total cost of the project at $750,000.

The Ghanaian promoter states he may be able to supply part of the capital, and that the necessary raw materials are available in neighboring Nigeria. He also says the Nigerian market for these products is approximately $2.8 million a year, composed entirely of imports at this time.

Establishing his business in 1961, the Accra promoter claims his five employee firm has gained considerable experience in the absorbent cotton area, as a representative for a German manufacturer of these products.

Write: E. A. Abimbola and Co., P.O. Box 2486, Accra, Ghana. **IR-38G.**

CONGO

0113 Rice farms

Joint ventures to grow rice and also to raise poultry are sought by a Kinshasa trading company. Established in 1912 and reported to have 6,000 employees, the Congolese company is engaged in such enterprises as trucking, farming, textiles and the importation of general merchandise. Interested U.S. firms are requested to provide product literature when following up this opportunity.

Write: Nogueria and Co., B.P. 8844, Kinshasa, Congo. **IR-8C.**

0723 Poultry

A Kinshasa importer proposes a joint venture with an experienced U.S. firm to establish a commercial poultry and egg business. Sought of a U.S. participant is the necessary equipment and technical assistance. Financing could be arranged through Congolese sources, according to the Kinshasa company. The firm, which would provide the land, also states there is a shortage of eggs in Kinshasa.

Established in 1964, the Kinshasa company imports clothing, typewriters, and kitchen utensils. It has 11 employees.

Write: Etablissements Kalunda Co., B.P. 2440, Kinshasa, Dem. Rep. of Congo. **IR-11C.**

2042 Prepared feed

A license to manufacture, mix and package cattle feed is sought by a Kinshasa importer and wholesaler of general merchandise. Machinery would include mixing and automatic packaging equipment necessary to implement the project.

Write: Nogueira & Co., B.P. 8844, Kinshasa, Congo. **IR-31b-C.**

2043 Cereal preparations

Established in 1912, this diversified firm is interested in a license to produce breakfast food cereals from rice, and processes to utilize the by-products of rice polishing. The Kinshasa concern would consider obtaining the needed machinery from U.S. licensors.

The Congolese company manufactures foodstuffs in addition to operating as a general trader. It claims to have 6,000 employees.

Write: Nogueira & Co., B.P. 8844, Kinshasa, Congo. **IR-31a-C.**

2261 Printing of fabrics

A joint venture with a U.S. textile firm to produce imitation wax prints on piece goods is proposed by a Kinshasa textile importer. Requested of a U.S. participant, in return for a 30% interest in the proposed enterprise is an investment of approximately $150,000.

Write: Nogueira & Co., B.P. 8844, Kinshasa, Congo. **IR-2C.**

2320 Men's clothing

A joint venture on a 50-50 basis with an established U.S. men's clothing manufacturer is sought by a producer of men's shirts, pants, work clothes and uniforms. Founded in 1912, the Kinshasa firm claims to have approximately 1500 employees and to have represented several major U.S. manufacturers in the past.

Write: M & J Alhadeff, B.P. 52, Kinshasa, Congo. **IR-5C.**

3421 Razor blades

A Kinshasa razor blade manufacturer seeks a joint venture or licensing agreement with an experienced U.S. producer in this field to improve quality and expand output.

The Congolese firm claims it currently produces five million blades per month on German machinery, but due to the large demand is six months behind in delivery. It says necessary raw materials are available on the domestic market. Reportedly, the Kinshasa company is amply capitalized, able to expand and would consider the manufacture of additional consumer items under arrangements with U.S. firms.

Established in 1964, the Congolese firm has 125 employees and is interested in obtaining new or used specialized manufacturing equipment from a U.S. licensor.

Write: Lamy S.P.R.L., B.P. Box 8055, Kinshasa, Dem. Rep. of the Congo. **IR-18C.**

ZAMBIA

(Opportunities received from Zambia too late for publication will appear in a future issue of INTERNATIONAL COMMERCE.*)*

3411 Tin cans

A joint venture with an experienced U.S. firm to manufacture tin cans is proposed by a Lusaka importer of general merchandise. The Zambian company would contribute capital to the project and requests technical assistance from a U.S. participant.

Established in 1948, the Lusaka company has seven employees.

Write: Sumanlal & Co., 409B Cairo Road, Box 364, Lusaka, Zambia. **IR-50Z.**

6020 Banks

Established in 1863, this Lusaka bank would be interested in assisting U.S. companies in locating suitable Zambian joint venture partners. The bank states it would also be willing to finance specific projects.

Write: The Standard Bank Limited, P.O. Box 1934, Cairo Road, Lusaka, Zambia. **IR-48Z.**

U.S. firms offered licenses to make five European products

American companies can get production rights on dental alloys, automatic valves, glass spinnerets, furniture casters, belt lacings

U.S. licensees are sought to manufacture a diverse range of British, Italian, Swiss and German products. The products are automatic valves, dental alloys, glass spinnerets, furniture casters, and conveyor belt lacings.

To obtain additional information concerning these products and the names and addresses of the manufacturers, **write:** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned each opportunity assigned below.

► A German firm seeks a U.S. licensee to manufacture its patented conveyor belt lacings, claimed to be particularly well-suited for mining industry conveyors.

The company produces two styles of lacings, one designed for standard conveyor belts and the other developed for heavy duty belting. Both styles feature hooks made of high-grade, rust resistant galvanized steel. In appearance, however, the heavy duty lacings have four pointed prongs to the hook, while the standard size has two.

Major advantages of the lacings, according to the German manufacturer, are quick assembly, high tensile strength and long life. The company states it is constantly testing the strength and performance of various types of laced belts.

In its endurance test a laced conveyor belt is run on a special machine under nearly realistic conditions and subjected to a constant tension until the lacings fail. The endurance records set by the different types of lacings are then compared by the firm's engineers.

As an example, in flexure endurance tests the newly developed type lacings for heavy duty belting ran 11 times longer than those produced for standard belts. **File 1492.**

► A Swiss manufacturer offers a license to a U.S. firm to produce its glass spinnerets for all wet spinning processes, especially for polynosic and protein fibers.

The firm claims that under mechanical stress metallic spinnerets may deform and flow before failure, while non-metallic spinnerets may break easily under sudden high stress by impact. To eliminate these defects, the firm claims to have designed a spinneret with two different components, the hole plate of glass representing the intrunsic spinning aggregate and the mounting.

The spinning plate is made of special glass with a high silica content. It is distinguished by high resistance to acids and alkalis as well as cratching. It is also reputed to be highly resistant to changes in temperature, guaranteeing safe operation in thermal treatment.

The plate is hardened by a special process to further improve its strength to withstand breaking and resistance to chemicals. The holders are made of highly corrosion-resistant alloy. The manufacturer claims this alloy is resistant to all chemical agents used in the spinning process.

Better contrast

The firm states that usually the spinning plate is optically-polished and hardened on one side, and slightly frosted on the other. This reportedly provides a better contrast between glass and hole when controlling the spinneret with a microscope. The holes may be arranged as desired, leaving channels for the circulation of the coagulation bath. **File 1493.**

► A British firm seeks a U.S. licensee to manufacture its line of patented furniture casters. The casters have zinc alloy bodies diecast while all fittings are plated to inhibit rust and are interchangeable within each size range. The company markets its casters in sets of four. Each set contains two left-hand and two right-hand casters marked accordingly to give balanced movement and directional control. **File 1494.**

► A British company offers a license to a U.S. firm to manufacture and distribute its automatic valves for pneumatic controls. The firm states that its valves have been engineered specifically to minimize servicing, lessening the need to stock spare valves in various sizes and to give maximum reliability in operation. These aims have been achieved by a design that ensures that once a valve is installed in a system there is never any need to break the circuit, and makes the basic valve capsule common to all valves within the size range. This reduces the stocking of spare valves to minimum.

The firm's range of valves is designed so that all external tube connections are made to the valve base block. This allows the working part of the valve to be detached by unscrewing four screws, and without touching the tube fittings.

A spare capsule, complete with seals and tie rods can, therefore, be fitted with a minimum of delay. The valves are constructed of brass base and the operating end is tin or zinc-plated to prevent electrolitic action. The capsule is composed of aluminum alloy, anodised black, with synthetic rubber seals and stainless steel spool. The values are supplied complete with all tube fittings, and are suitable for copper or nylon tubes. According to the British manufacturer, the solenoid operated valves include a wide range of AC and DC coils and will cover any mode of action required, from simple manually-controlled cylinders to completely automatic systems. The firm guarantees its valves for 50 million cycles or one year's service. **File 1495**

► An Italian firm offers a license for the U.S. production of its gold dental alloys, which are patented in the United States. The company claims its alloys contain impressive mechanical characteristics of Brinell hardness, tensile strength and percentage of elongation, and are manufactured according to American Dental Association standards. The firm also states that the workability and fluidity of the alloys provides outstanding castings deprived from the smallest porosity. According to the Italian manufacturer, both its hard and soft golds have been subjected to stringent chemical analysis and proved 100% stainless and non-corrodible by acid and alkaline solutions.

In addition, the golds have never produced the slightest electrolvtical reaction in the mouth, according to their producer.

The firm has created two additional alloys in order to meet other dental requirements. One type made of precious metals has a bright white color, cannot be oxidized, and does not burnish under flame. The alloy has properties identical to these of irridated platinum, but costs approximately 50% less. This alloy is suitable for making pins and pivots.

The other alloy, a stainless white metal, has a low content of precious metals and is made mainly of silver and some palladium. It is quite inexpensive and according to the Italian company requires no special equipment. **File 1452-R**

German firms want license agreements

One is a machinery builder; the other makes instruments

Two German manufacturers are seeking licensing agreements—one to produce casting machinery and the other, pyrometers.

A Duesseldorf manufacturer and distributor of electrical measuring and control equipment seeks a license for production of thermo-electric infrared radiation pyrometers for the contactless measurement of temperatures.

The German firm operates two modern plants, one in Duesseldorf, the other in Wessel, producing recorders, indicators, electronic compensating recorders, and thermocouples. It has about 870 employees and reports annual sales of $5.2 million. Sales agencies and branch offices staffed with technical and service personnel are maintained in 5 major German cities. In addition, the company markets its products in 28 foreign countries through agency representation.

Write: W. H. Joens & Co. GmbH, 55 Martinusstrasse, 4 Duesseldorf, Germany. WTD.

A license to manufacture complete continuous casting machinery including iron chills is sought by a German manufacturer of large machinery for foundries, smelting-works and rolling mills.

Founded in 1950, the firm has built machinery for wire rolling mills, rod mills and similar installations mainly in France, Germany and Belgium. It maintains a branch plant in Lyon, France, and five sales agencies. The German firm has about 100 employees and reports annual sales of more than $1.2 million.

Write: Hoestemberghe & Kluetsch, 663 Saarlouis, Germany. WTD.

New Zealand extends date for licensing proposals

The New Zealand Department of Industries and Commerce has extended the deadline for receiving licensing proposals on high voltage electrical switchgear up to 11 KV from March 31 until June 30.

It is reported that some New Zealand manufacturers are considering the proposal, but foreign participation in the venture to include licensing arrangements, provision of technical know-how and possibly equity participation is also sought.

U.S. firms experienced in the industry and wishing to obtain full details should **write or cable:** Department of Industries and Commerce, Development Division, Private Bag, Wellington, New Zealand, Attention: The Secretary.

Transistor joint venture proposed by Indian firm

A Madras firm of electrical engineers and contractors seeks a joint venture with an experienced U.S. company to produce silicon transistors and diodes. The Indian concern also makes neon signs and cold cathode flourescent light fittings on a small scale.

Total cost of the project is estimated at about $1.9 million. Requested of a U.S. participant is capital, technical assistance and possibly equipment.

Plans call for establishing a plant at a site in Madras State to initially manufacture 8 million audio frequency, mixer, oscillation and radio frequency type transistors and 2 million single crystal diodes annually. Reportedly, such basic facilities as water and electric power can be obtained at the site.

The Madras firm reports that the transistors and diodes currently produced in India are of the germanium type and no silicon semi-conductor devices are manufactured locally. The concern has received a letter of intent from the Indian Government to establish the proposed facility.

Established in 1947, the Madras firm has installed electrical equipment in electricity sub-stations, industrial establishments and government buildings. It has approximately 150 employees and reportedly produces 250 neon signs a year.

U.S. firms interested in obtaining additional details about this opportunity should **write:** Sethuram Thiagarajan & Co., 175/1 Mount Rd., Madras-2, India. WTD.

Yugoslavia seeks licenses to make textile machinery

Licenses to produce textile finishing machinery are sought by a Yugoslav organization representing textile manufacturing equipment and textile manufacturers. The types of machinery for which licenses are desired include those for dyeing, printing, bleaching, waterproofing and other finishing operations.

For complete details interested firms should **write:** JUGOTEKSTIL Belgrade Office, Toplicin Venac 3/I, Belgrade, Yugoslavia, Attention: Mr. J. Stamenkovic.

Taiwan firm wants license to repackage food products

A Taipei trading company seeks licenses to repackage consumer goods of well known U.S. brands, particularly in the food line.

The firm claims there is a substantial demand for U.S. consumer goods in Taiwan, but most of these products are controlled import items. Therefore, repackaging under a licensing agreement appears the best way to distribute these products on the Taiwan market, according to the Taipei company.

In 1964, the firm established a plant through a joint venture with a Canadian concern to repackage milk powder imported in bulk. This facility has a production capacity of 30,000 cartons a month, each carton containing 24 one-pound tins, but current production is approximately 7,000. The Taiwan firm is interested in utilizing this excess plant capacity in general food processing and packaging.

Established in 1949, the Taipei company imports such products as fertilizers, steel scraps, chemicals, synthetic fibers and feed. It represents several U.S. companies and major customers include both Government of Taiwan agencies and private enterprises.

Interested U.S. food companies can obtain further details about this opportunity by **writing:** Ding Lloyd & Co., Ltd., 136-138, East Nanking Rd., Section 3, Taipei, Taiwan. WTD.

Swiss machine tool maker wishes licensing agreement

A Bern manufacturer of carbide tools and metalworking machinery seeks licenses to produce machine tools, metalworking machinery and tungsten carbide tools for distribution in Switzerland and Europe.

Established in 1946, the Swiss company has about 70 employees. It specializes in the production of Universal, O.D. Radius and Tangent grinding machines, as well as carbide tools, and wants to introduce new lines. Reportedly, the firm has good connections in the Swiss watch and high precision instrument industry.

The concern's sales manager plans to attend the ASTME tool show in Chicago, April 24-28 and will be located in the firm's booth, number 3925.

To obtain further details about this opportunity **write:** EWAG AC, Hauptgasse 54, 4500 Solothurn, Switzerland. WTD.

Eight French manufacturers seek licensing agreements

Four pharmaceutical firms, manufacturers of farm machinery, automotive parts, components and wall paints want licenses

Eight French manufacturers are seeking licensing agreements with U.S. firms:

► **A manufacturer and wholesaler of pharmaceutical specialties and reagents,** used in biology, analysis and diagnosis, seeks a license to produce additional preparations in this field.

Founded in 1855, the French company has about 90 employees, plus a 20-man sales force. Reportedly, 1965 sales exceeded $2.4 million.

To obtain further details **write:** Laboratoires Fumouze, 1 rue Mechin, 93-Ile St. Denis, France. WTD.

► Located in a Paris suburb, this **manufacturer of medicines and pharmaceutical specialties** seeks a license to make newly developed products in these fields.

Established in 1933, the French company is capitalized at $587,000 and reports annual sales of $2.4 million. It has 355 employees.

For additional details **write:** Opodex, 18 rue Raymond Ridel, 92-La Garenne Colombes, France. WTD.

► A Paris **manufacturer of pharmaceutical specialties,** principally in vials for injections, seeks to make additional items in this field under a licensing arrangement with a U.S. firm.

The French company was established in 1910 and operates a plant employing about 50 people. Its 1965 sales were approximately $300,000 and included exports to numerous foreign countries.

To obtain further information about this opportunity, interested U.S. pharmaceutical companies should **write:** Pharmaceutiques Corbiere, 27 rue des Renaudes, Paris 17e, France. WTD.

► A Paris **manufacturer of a wide range of veterinary drugs,** including antibiotics, biologicals and chemicals, seeks a license to manufacture additional pharmaceuticals in this field.

Established in 1920, the French company has approximately 100 employees, plus 8 traveling salesmen. It reports 1965 sales of about $1.3 million.

To obtain additional details **write:** Laboratoire U.V.A., 20 rue Lebrun, Paris 13e, France. WTD.

► An established **manufacturer of farm machinery, agricultural implements, and replacement parts** seeks licensing or similar arrangements with U.S. firms in related fields. The French company is also interested in agreements leading to an exchange of sales services as well as distribution facilities.

Established in 1925, the French concern has approximately 230 employees. Reportedly, it has the technical know-how and manufacturing facilities for the large-scale production of agricultural machinery, attachments and various types of implements, including replacement parts for machines of foreign manufacture.

The French firm also acts as a wholesale and retail dealer handling both domestic and foreign made agricultural machinery and is equipped to perform maintenance and repair work.

To obtain further details interested U.S. firms should **write:** Etablissements Portejoie, Brunet & Lavaud, Civray (86), Vienne, France. WTD.

► Established in 1943, this Paris firm seeks a license to produce **sheet metal parts for automobiles and such household appliances as stoves, refrigerators and washing machines.**

The French company makes cut and stamped parts for the automotive, household appliance and other industries. In addition, it wholesales and exports gasoline cans.

The Paris firm, capitalized at about $430,000, reports annual sales of $2.5 million and has 150 employees, plus 10 traveling salesmen. The company operates three plants in France.

For further details about this opportunity, **write:** Aubry & Cie, 38 rue Fessart, Paris 19, France. WTD.

► A Paris company engaged in the **development, production and distribution of hybrid integrated circuits and microelectronc devices** seeks a license to manufacture microelectronic components and assemblies.

Established in June of 1966, the firm is currently capitalized at $20,000, but claims capital will shortly be increased to $100,000. The French concern has 20 employees, 2 traveling salesmen, and estimates its 1967 sales at $500,000.

The company is reported to be a licensee of a U.S. electronics firm.

For additional information **write:** Compagnie d'Etudes et Realisations Electroniques, 79 Bldg. Suchet, Paris 16, France. WTD.

► A license to produce **wall paints and such related products as plastic coatings** is sought by a paint and varnish manufacturer.

Established in 1952, the French company has 42 employees, plus 5 traveling salesmen. It reports 1965 sales of approximately $1.5 million.

To obtain additional details **contact:** Etablissements Marc Legendre, 143 rue Jean Walter a Lille, Norld, France. WTD.

Algerian chemical firm seeks joint venture or licensing arrangement

Either capital participation through some form of joint venture or a licensing agreement with a major U.S. firm in the chemical field is sought by a substantial Algerian firm in the fertilizer industry. Purpose of the proposal is to process imported raw materials into products to be sold in the Algerian market.

The Algerian concern is a major dealer in compound fertilizers. It owns two large plant and warehousing facilities located in the port areas of Algiers and Oran, where compound fertilizers are mixed from imported raw materials and packaged for sale on the Algerian market.

U.S. chemical firms contemplating investment in Algeria and seriously interested in following up this proposal can obtain additional details concerning the Algerian firm and its plans by **writing:** Bureau of International Commerce, Office of International Investment 878-S, Department of Commerce, Washington, D.C. 20230.

German firm wants license to manufacture capacitors

A leading manufacturer of capacitors seeks a license to produce special types of capacitors in Germany.

Established in 1919, the Berlin company has approximately 300 employees and reports average annual sales of around $1.2 million. Exports comprise about 25% of the firm's production.

To obtain additional information **write:** Richard Jahre, Spezialfabrik fur Kondensatoren, 89/90 Lutzowstrasse, 1 Berlin 30, Germany. WTD.

Firms, engineers contest for Iraq contract bids

Baghdad University site ready for major campus construction

The Ministry of Municipalities & Works invites bidders and civil engineers registered or intending to register in Iraq to participate in bidding for construction of the University of Baghdad which will include the following items: Mosque of the University, Library, eight classes and lecture halls, general services at the site such as water supply, irrigation, sewage, electricity, and all the works stated in the tender documents. Only contractors who have had previous experience in executing works of a similar nature and magnitude should apply for tender documents which can be purchased from the following departments: Directorate General of Buildings (Main Projects Section), Karkh, Salhiya, Baghdad; Iraqi Embassy, Cairo; Iraqi Embassy, Beirut; Iraqi Embassy, London; and the Iraqi Embassy, Tokyo; and also from Messrs. Architects Collaberative International Ltd., Via Gorizia 24-C, Rome.

Price of the tender documents is $700, nonrefundable, and bidders wishing to purchase them should notify the Directorate General of Buildings of their willingness to participate within three months of the purchase date.

Bids must be accompanied by a preliminary deposit of $210.000. Offers must be submitted in sealed envelopes marked "Tender No. 4, University of Baghdad," to the Secretariate of Tender Committee, Ministry of Municipalities & Works, Baghdad, by registered airmail by noon, July 18.

Ceylon invites extensive bids on varied paper, board needs

The Eastern Paper Mills Corp. of Colombo invites bids for 773 tons of white and various colored printing and writing papers, bank, ledger, art, poster, greaseproof, kraft, tissue and other paper in reams of 500 sheets, in various sizes and basis weight; 5,600 reams of 500 sheets each various colored flint paper; 200 tons white boxboard; 660 tons strawboard; and 40 tons white cartridge paper.

Bid deadline is Apr. 19.

U.S. firms on Korea list

A list of suppliers receiving Korean equipment contracts under AID financing is available on loan from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Canada awards contracts

A list of firms awarded Canadian Government contracts for the months of Jan., Feb. and Mar. is available on loan from the U.S. Dept. of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Terms and specifications must be obtained from the Purshasing Officer, Eastern Paper Mills (Commercial Div.), P.O. Box 1367, Colombo 1.

Limited bidding sought on Greek school project

Government issues tenders for prefabricated buildings

The Govt. of Greece is seeking bids for the construction of two and three story prefabricated school buildings, but due to the unfavorable developments in the prefabricated building field at the present time, it is not able to invite international tenders. U.S. firms may participate only if they are associated with class "D" and "E" Greek public works contractors, to whom bids will be exclusively open. Such contractors are listed in the trade list "Architects, Builders, and Contractors—Greece".

U.S. firms who are interested and are eligible, may see some of the highlights of the special conditions and specifications in a form which is available on a loan basis from the Building Materials & Construction Industries Div., BDSA, U.S. Dept. of Commerce, Washington, DC 20230, (Telephone: 202-WO 7-4272).

Cost of the buildings is estimated at $17 million, and no deadline for bidding has yet been set.

Australia invites bidders on bridge construction

The Govt. of Australia is seeking bids for the construction of a bridge across the Yarra River, which will be 116 ft. wide and approximately 7,722 ft. in length. At its highest point, the deck will be 190 ft. above water level. It will be a cable-stayed steel bridge, with a main span of some 1,100 ft., and is to be completed by mid-1974.

The Lower Yarra Crossing Authority, a nonprofit company which has been created by the Victorian State Govt. and whose capital is limited by guarantee, is the constructing and operating agency for the toll bridge.

Tender documents and specifications will be issued only to firms who have previously been registered and are approved by the Lower Yarra Crossing Authority. Interested contractors should submit written applications in duplicate before May 30 to Messrs. Mounsell & Partners, 277 Williams St., Melbourne, Victoria.

Copies of three documents: Proposed Lower Yarra Bridge—Melbourne; Preliminary Information to Contractors; and First Annual Directors' Report are available for review only in Rm. 4014, Building Materials & Construction Industries Div., BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4272).

Philippines to call for shop tools, parts bidders

Sealed bids on forms (to be furnished upon request) prepared by the Philippine Dept. of Public Works & Communications to supply the following: shop tools; 24,000 lbs. hydraulic life (twin post); one set wheel aligning tools; spare parts—c.i.f. Manila, will be received by the Bidding Committee of the Philippine Embassy, 1617 Massachusetts Ave., N.W., Washington, D.C. 20036, on or before 10 a.m., Apr. 18 (EST), or by the Committee on Prequalification, Bidding & Award, Offices of the Secretary of the Dept. of Public Works & Communications, Manila, until 10 a.m., Apr. 18 (Manila Time).

Only one bid shall be submitted by either the U.S. supplier or his Philippine representative, either in Washington, D.C., or Manila. If bids were submitted by both parties and/or in both places, some will not be considered.

Bids received in Washington, D.C., will be opened immediately after the deadline for submittal thereof and bids in Manila 24 hours thereafter or at 10 a.m., Apr. 19 (Manila Time).

Procurement of the above commodity will be paid out of the credit line extended by the Export-Import Bank of Washington for the Manila Harbor Development. Full particulars regarding application may be obtained from Mr. George Aducayen, Attache, Philippine Embassy, Telephone HO 2-1400, by any prospective bidder.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Iraq releases tenders to gas pipeline bidders

The Govt. of Iraq is inviting bids for the supply, construction, starting up, and supervision of operation of approximately 25 Km. long of pipeline for the transmission of natural gas from Basra to the paper mill at Hartha.

One set of tender documents is available for review only in Rm. 4014, Building Materials & Construction Industries Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230, (Telephone: 202-WO 7-4272), or interested firms may obtain these documents from the Gas Distribution Adm., Ministry of Oil, Baghdad, upon payment of $70.00 per set, plus $2.00 airmail charges. However, U.S. firms are authorized to bid on the basis of the information obtained from the set at the Dept. of Commerce, without writing for a separate set. Any firm participating in the bidding must enclose check for the amount with its bid if it has not already purchased a set of documents.

Bid deadline is June 28.

World Trade Opportunities Continued to page 76

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

147 Sulphur

● **INDIA**—26,000 metric tons, bright sulphur 99.5% (dry basis), free from arsenic, selenium, tellurium, and flourine. Size: 4″ maximum. Tender No. PUR/OP/4. Bid deadline Apr. 25. Copies available from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008, $2.75 each (payable in advance).

162 Heavy construction

NICARAGUA—A tender for the construction of five grain storage plants in Chinandega, San Isidro, Santo Tomas, Bluefields and Waspan, has been called. Funds for this project were obtained from the Export-Import Bank of Washington, D.C. Documents to bid on the construction of the granaries can be obtained from one of the following: Embassy of Nicaragua, Washington, D.C.; SACMAG & Assoc., 955 SN 1st St., Miami, Florida; INCEI, Managua, Nicaragua. Offers are to be received at the INCEI offices in Managua prior to 2 p.m. on May 26.

201 Meat products

★★ **CONGO**—All types of canned meats. Mr. Paul Liyeye, Asst. Dir., Maison Cocoda, S.P.R.L. (importer, wholesaler, retailer), B.P. 8105, Kinshasa. WTD in preparation.

GERMANY—Frozen poultry and small game, including parts. Gebrueder Kauffmann (wholesaler, importer, manufacturer, agent), 73 Esslingen a. Neckar, Postfach 65. WTD 3/67.

★★ **GHANA**—Pork products, luncheon meats. Mr. Maurice P. M. Salmon, Dir., Toro Ltd. (retailer), P.O. Box 948, Accra. WTD in preparation.

★★ All types of canned meats. Mr. J. Essandoh, Mng. Dir., Essandoh Brothers & Sons (importer, wholesaler, retailer), P.O. Box 589, Kumasi. WTD in preparation.

SOUTH AFRICA—Canned meat specialties. Direct purchase and agency. Walt & Gorfinkel (Pty.) Ltd. (importing distributor), P.O. Box 1232, Cape Town. WTD 3/10/67.

★★ **ZAMBIA**—All types of canned meats. Mr. E. Stavrou, Mng. Dir., Golden Ray Ltd. (wholesaler, retailer), P.O. Box 671, Ndola. WTD in preparation.

★★ Canned meat. Mr. J. V. R. Hoets, Dir., W. C. MacDonald & Co., Ltd. (wholesaler), P.O. Box 353, Lusaka. WTD in preparation.

202 Dairy products

SOUTH AFRICA—Processed cheese, cheese foods, cheese spreads. Direct purchase and agency. Walt & Gorfinkel (Pty.) Ltd. (importing distributor), P.O. Box 1232, Cape Town. WTD 3/10/67.

203 Canning, preserving foods

★★ **CONGO**—All types of canned fish. Mr. Paul Liyeye, Asst. Dir., Maison Cocoda, S.P.R.L. (importer, wholesaler, retailer), B.P. 8105, Kinshasa. WTD in preparation.

★★ General consumer foods. Mr. Dericoyard, President, Seci (importer), B.P. 295, Kinshasa. WTD in preparation.

★★ **GHANA**—All types of canned fish. Mr. J. Essandoh, Mng. Dir., Essandoh Brothers and Sons (importers, wholesaler, retailer), P.O. Box 589, Kumasi. WTD in preparation.

SOUTH AFRICA—Canned and cured seafoods; canned specialities; dehydrated soup mixes; pickled vegetables; salad dressings, vegetable relishes, sauces, seasonings. Direct purchase and agency. Walt & Gorfinkel (Pty.) Ltd. (importing distributor), P.O. Box 1232, Cape Town. WTD 3/10/67.

★★ **ZAMBIA**—Canned specialties. Mr. J. V. R. Hoets, Dir., W. C. MacDonald & Co., Ltd. (wholesaler), P.O. Box 353, Lusaka. WTD in preparation.

★★ All types of canned specialties. Mr. E. Stavrou, Mng. Dir., Golden Ray Ltd. (wholesaler, retailer), P.O. Box 671, Ndola. WTD in preparation.

204 Grain mill products

★★ **GHANA**—Flour and rice. Mr. Augustine Nkromah, Mng. Dir., Nkromah & Sons (importer, retailer), P.O. Box 223, Kumasi. WTD in preparation.

★★ Concentrated poultry feed. Mr. E. G. Irani, Gen. Mng., E. G. Irani & Bros. (wholesaler, retailer), Kumasi. WTD in preparation.

★★ **ZAMBIA**—All types of cereals. Mr. E. Stavrou, Mgr. Dir., Golden Ray Ltd. (wholesaler, retailer), P.O. Box 671, Ndola. WTD in preparation.

205 Bakery products

★★ **CONGO**—Complete line of bakery products. Mr. Penzu, Gen. Mgr., Societe Moboli,

S.P.R.L. (manufacturer, importer, exporter), B.P. 350, Limete, Kinshasa. WTD 4/8/65.

207 Confectionery

★★ **CONGO**—Candy and other confectionery products. Mr. Penzu, Gen. Mgr., Societe Moboli, S.P.R.L. (manufacturer, importer, exporter), B.P. 350, Limete, Kinshasa. WTD 4/8/65.

SOUTH AFRICA—Confectionery, related products. Direct purchase and agency. Walt & Gorfinkel (Pty.) Ltd. (importing distributor), P.O. Box 1232, Cape Town. WTD 3/10/67.

213 Tobacco snuff

THAILAND—American flue-cured Virginia leaf tobacco type 12 or 13 in various grades. C.i.f. prices, catalogs requested. Vivat & Partners Ltd. Part. (importer, wholesaler), 685-689 Siphya Rd., Bangkok. WTD 3/67.

221 Broad woven fabric mills, cotton

★★ **CONGO**—Material for men's, women's shirts. Mr. Chai D. Levy, Atenaco (manufacturer), P.O. Box 2586, Kinshasa. WTD in preparation.

FRANCE—Denim, indigo, 13 ozs. ¾, width: about 38/40 inches. Direct purchase and agency. Centre d'Achat Textile (importer, wholesaler), 16 Boulevard d'Athenes, 13—Marseille, 1er. WTD 11/25/66.

222 Broad woven fabric mills, manmade fiber, silk

★★ **CONGO**—Nylon for manufacturing raincoats. Mr. Giacomo Bebbere, Derby, S.P.R.L. (manufacturer), B.P. 8121, Kinshasa. WTD in preparation.

228 Yarn, thread mills, products

★★ **GHANA**—Cotton yarn. Mr. B. Khub-Chandani, Glamour Garment Factory, Ltd. (manufacturer, importer, exporter, wholesaler), P.O. Box 1060, Accra. WTD in preparation.

229 Textile goods

NORWAY—Cordage, cable, and rope of natural hard, soft, and man-made fibers. Direct purchase and agency. Anton Basberg (importer, agent), Raadhusgaten 9, Oslo 1. WTD 2/67.

PAKISTAN—Varnished, insulating fabrics, letheroid, insulating materials. Decent Electrical Industries Regd. (manufacturer), Gondlanwala Rd., Gujranwala. WTD in preparation.

230 Apparel

SWEDEN—Women's, misses' dresses, blouses, sport clothing; girls', children's dresses; men's, youths' separate trousers, jackets; men's, youths', women's, misses' swimwear. Direct purchase and agency. Arne Olsson Agentur AB (agent), Prastgardsangen 23, Goteborg 5. WTD 3/17/67.

231 Men's, youths', boys' suits, coats, overcoats

★★ **ZAMBIA**—All types of suits, coats, overcoats. Mr. Jay, Mgr., Kee's Retail Store (importer, retailer), Cairo Rd., Lusaka. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

★★ **ZAMBIA**—All types of trousers, slacks. Mr. Jay, Mgr., Kee's Retail Store (importer, retailer), Cairo Rd., Lusaka. WTD in preparation.

233 Women's, misses', juniors' outerwear

★★ **ZAMBIA**—Ladies' dresses. Mr. Austin, Margots' (importer, retailer), Cairo Rd., Lusaka, Zambia. WTD in preparation.

234 Women's, misses', children's, infants' under-garments

NETHERLANDS—Children's, infants' undergarments and accessories. Exclusive agency requested. Habagro (importer, wholesaler), 19 Gevers Deynootweg, Scheveningen. WTD 2/67.

236 Girl's, children's, infants' outerwear

NETHERLANDS—Children's, girl's and infants' outerwear. Exclusive agency requested. Habagro (importer, wholesaler), 19 Gevers Deynootweg, Scheveningen. WTD 2/67.

249 Wood products

IRELAND—Mirror frames of giltwood or synthetic material, all types. Phoenix Glass Co. (manufacturer), 62/63 Capel St., Dublin. WTD 3/67.

251 Household furniture

SWEDEN—Bathroom cabinets and shelves. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler), Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

★★ **ZAMBIA**—Knocked down household furniture. Mr. B. J. Sharma, Mng. Dir., Zambia Bedding Corp., Ltd. (manufacturer), P.O. Box 56, Lusaka. WTD in preparation.

261 Pulp mills, products

● **CEYLON**—800 long tons bleached kraft pulp suitable for making writing, printing, board paper and pulp board. Bid deadline May 10. Chairman, Eastern Paper Mills Corp., P.O. Box 1367, 35 McCarthy Rd., Colombo 7.★ (Telephone: 202-WO 7-3530).

262 Paper mills, products

● **CEYLON**—4.4 million sheets paperboard in various colors and sizes with basis weight 210 gm. per sq. m.; 4,000 reams machine glazed white poster paper, 23″ x 36″, and basis weight 60 gm. per sq. m.; 3,000 reams machine coated art paper, 30″ x 40″, and basis weight 70 gm. per sq. m.; 4,000 reams azure blue laid ledger paper in two sizes with basis weight 110 gm. per sq. m.; 5,000 reams white cartridge paper, 30″ x 40″, with basis weight 105 gm. per sq. m.; 5,000 reams white printing paper machine finished, 25″ x 40″, with basis weight 56 gm. per sq. m.; 27,500 reams woodfree bank paper in white and in several tints, sizes, and basis weights; 6,700 reels of white bank paper in four widths, and 10,100 reels woodfree bank paper in several colors and widths, with 44 gm. per sq. m. basis weight, all reels to be exactly 30″ diameter with internal core diameter to be between 2¾″ and 3¼″. Bid deadline is June 20, Supt. of Stores, Govt. Stores Dept., Parsons Rd., Colombo 1. Copies of tender announcement, terms and specifications are available from the issuing authority, or on a short-term loan basis to firms located in the United States from the Forest Products Div., BDSA, Rm. 4003, U.S. Dept. of Commerce, Washington, D.C. 20230, (Telephone: 202-WO 7-3003).

● **IRAN**—150 tons white paper in sheets 70 x 100 cms., with basis weight of 80 grs. per sq. meter, 25 tons light pink and 25 tons light blue paper in sheets 72 x 90 cms., with basis weight of 50-60 grs. Bid deadline June 3. Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone 202-WO 7-3530).

● 250 tons high quality white paper and 100 tons coarse white paper in bobbins with a width of 295-613 mm. and core diameter of 70-150 mm., and with a basis weight of 90 grs. per sq. meter (± 2 grs.). Bid deadline May 31, Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone 202-WO 7-3530).

THAILAND—Paper cups, plates. Catalogs, c.i.f. Bangkok prices requested. Direct purchase and agency. Tan Lee Seng Co., Ltd. (importer, wholesaler), 876 Tan Toh Kang La., Mungkorn Rd., Bangkok. WTD in preparation.

264 Converted paper, paperboard products

★★ **CONGO**—Polyethylene bags for holding prepared cattle feed. Mr. Autonio Nogueira, Nogueira & Co. (manufacturer), B.P. 8844, Kinshasa. WTD in preparation.

SWEDEN—Genuine gold foil on rolls; imitation and color foils for stamping. Request samples. Direct purchase and exclusive agency. Claes W. Zethraeus AB (sales agent, wholesaler, importer), Katarinavagen 22, Stockholm. WTD 3/67.

THAILAND—Toilet tissue. Catalogs, CIF prices requested. Direct purchase and agency. Tan Lee Seng Co., Ltd. (importer, wholesaler), 876 Tan Toh Kang La., Mungkorn Rd., Bangkok. WTD in preparation.

281 Industrial chemicals

● **BURMA**—Laboratory chemicals and equipment. Tender No. 136/MDC-MS(66-67). Bid deadline Apr. 30. Dir. Gen., Mineral Development Corp., 243/251 36th St., Rangoon. Copies of the tender are available from the Chemicals & Allied Products Div., Business & Defense Services Admin., U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone 202-WO 7-5498).

★★ **GHANA**—Raw materials for manufacturing paint. Mr. Michael Bou-Chedid, Dir., B. B. C. Industrial Ltd. (manufacturer), P.O. Box 714, Accra. WTD in preparation.
★★ Chemicals for treating water. Mr. C. B.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Fayorsey, Mng. Dir., Eastern Farms Ltd., P.O. Box 2801, Accra. WTD in preparation.

SOUTH AFRICA—Tartaric and boric acids for use in soft drink industry. Guaranteed consistent grades are of the utmost importance; complete analyses should be furnished, with research reports, field tests. I.A. Sieradzki (exporter, agent), 45 Kruis St., Johannesburg. WTD 3/67.

282 Synthetic materials

★★ **CONGO**—Granules and chemicals used in the manufacturing of shoes. Mr. K. J. Vleck, Mng. Dir., Bata Congolaise (manufacturer, importer, retailer), B.P. 598, Kinshasa. WTD in preparation.

PAKISTAN—Yarns; rayon, viscose, deniers 55, 60, 75, 100, 120. Requests quotations, C. & F., Karachi. Hashmi Traders (importer), 20 Sind Cloth Mkt., Bunder Rd., Karachi. WTD in preparation.

283 Drugs

● **IRAQ**—Consisting of 12 items, including chloramphenicol 250 mg., 1,000,000 capsules; chloramphenicol palmitate, 125 mg. per four cc., 250,000 bottles; tetracycline phosphate complex, 250 mg., 1,000,000 capsules; tetracycline phosphate complex syrup, 125 mg. per five cc., 150,000 bottles; tetracycline ophthalmic ointment, 1% x ⅛ oz., 500,000 tubes; tetracycline topical ointment, 3% x ½ oz., 250,000 tubes; chloramphenicol ophthalmic ointment 1% x ⅛ oz., 100,000 tubes; and chloramphenicol topical ointment, 3% x ½ oz., 30,000 tubes. Tender No. PHARM/2/67 with a bid deadline of May 4. Copies of the tender are available only on a limited time loan basis from the Chemicals & Allied Products Div., Business & Defense Services Admin., U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

PAKISTAN—Medicinal chemicals, botanical products, pharmaceutical preparations. Requests catalogs, quotations, C. & F., Karachi. Tujjar Mutahidda (importer), 12 Zeenat Mansion, Wood St., Karachi. WTD 2/67.

Tablets, laxative containing phenolphthalein. Requests quotations, C. & F., Karachi. Direct purchase and agency. Cresent Trading Co. (importer), Castophene Bldg., P.O. Box No. 88, Bunder Rd., Karachi. WTD in preparation.

SOUTH AFRICA—Industrial chemicals for food preservations. Guaranteed consistent grades of utmost importance; complete analyses should be furnished, with research reports, field tests. I.A. Sieradzki (exporter, agent), 45 Kruis St., Johannesburg. WTD 3/67.

THAILAND—All kinds of vitamins in tablet or capsules. C.i.f. prices, catalogs requested. Direct purchase and agency. Charoen Bhaesaj Co., Ltd. (importer, wholesaler), 524-526 Chakrapet Rd., Bangkok. WTD 2/67.

● **TURKEY**—Covers 24 biological products, mostly antiserums, including anti-D serum, 6,194 vials; anti-CD serum, 557 vials; anti-DE serum, 557 vials; anti-M serum, 216 vials; anti-N serum, 213 vials; Coombs serum, 450 vials; bovine albumin 80%, 200 vials; and bovine albumin 30%, 110 vials. Tender with a bid deadline of Apr. 27. Tender documents are available from the Modern Translation Bureau, Turkiye Kizilay Dernegi Genel Mudurlugu, Ankara, (Red Crescent Assn.) against payment of $7.50 per copy, including airmail postage.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FINLAND—Shampoo product trademarked "Finnish Sauna Shampoo". Marttinen Oy (manufacturer, exporter), (attention Mr. M. Murtosalo, Sales Mgr.), Sarkiniementie 5 C, Helsinki 21. WTD 3/17/67.

★★ **GHANA**—Cosmetics. Mr. C. A. Boye, Mng. Dir., Ocean Trading Co. (importer), P.O. Box 3772, Accra. WTD in preparation.

★★ **ZAMBIA**—Perfumes, cosmetics, toilet preparations. Mr. Salie Marais, Mng. Dir., Miler & Wixley (Zambia) Ltd. (manufacturer), P.O. Box 1343, Lusaka. WTD in preparation.

★★ All types of hair preparations, dyes, perfumes in bulk and packages. Mr. N. N. Miller, Mng. Dir., Miller & Gordon Ltd. (manufacturer, importer, wholesaler), P.O. Box 1549, Ndola. WTD in preparation.

286 Gum, wood chemicals

SOUTH AFRICA—Industrial chemicals for dye industry. Guaranteed consistent grades of utmost importance; complete analyses should be furnished, with research reports, field tests. I.A. Sieradzki (exporter, agent), 45 Kruis St., Johannesburg. WTD 3/67.

287 Agricultural chemicals

SOUTH AFRICA—Insecticides; fungicides; herbicides. Guaranteed consistent grades of utmost importance; complete analyses should be furnished, together with research reports, field tests. I. A. Sieradzki (exporter, agent), 45 Kruis St., Johannesburg. WTD 3/67.

289 Chemical products

SOUTH AFRICA—Industrial chemicals for water and metal treatment. Guaranteed consistent grades of utmost importance; complete analyses should be furnished, with research reports, field tests. I.A. Sieradzki (exporter, agent), 45 Kruis St., Johannesburg. WTD 3/67.

301 Tires, tubes

★★ **CONGO**—Automotive tires. Mr. Raymond Nauessa, Mgr., Sococar S.P.R.L. (importer), 67, Ave. Kasa-Vubu, Kinshasa. WTD in preparation.

306 Fabricated rubber products

★★ **CONGO**—Soling. Mr. K. J. Vleck, Mng. Dir., Bata Congolaise (manufacturer, importer, retailer), B.P. 598, Kinshasa. WTD in preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

● **BURMA**—V-belts, 70,330, various types. Tender No. MEIC/13/T-313/66-67, bid deadline Apr. 25. Mgr., Machinery, Equipment, Tools & Spares—3, Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-3381).

INDONESIA—All kinds of belting, conveyor, elevator, transmission. Agency and direct purchase. Van Swaay International N.V. (importer, installer, wholesaler), P.O. Box 177, The Hague. (Has offices in Indonesia). WTD 12/30/66.

★★ **ZAMBIA**—Conveyor belt, eight to ten feet long. Mr. Cumings Charles, Sales Mgr., Shapiros Milling Co., Ltd. (manufacturer), Manchester St., Ind. Sites 72188, Lusaka. WTD in preparation.

307 Plastic products

MEXICO—Plastic containers for cosmetics and pharmaceuticals in ½ oz. and 1 oz. sizes, dark colors. Requests replies in Spanish. Industrias Quimicas de Baja California, S.A. (manufacturer), Calle Brasil 220, Tijuana, Baja California. WTD 3/8/67.

311 Leather tanning, finishing

★★ **GHANA**—Leather for producing shoes. Mr. Ofore-Atta, Mng. Dir., Ambassador Shoe Stores, Ltd. (manufacturer), P.O. Box 368, Accra. WTD in preparation.

PORTUGAL—Natural leather for manufacture of men's, women's jackets, coats. Direct purchase and agency. Monteiro & Companhia, Lda. (manufacturer, wholesaler, sales agent), Palmatoria, Covilha. WTD in preparation.

312 Industrial leather belting, packing

INDONESIA—Industrial leather transmission, other belting. Agency and direct purchase. Van Swaay International N.V. (importer, installer, wholesaler), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

313 Boot, shoe cut stock, findings

★★ **GHANA**—Heels for shoes. Mr. Ofore-Atta, Mng. Dir., Ambassador Shoe Stores, Ltd. (manufacturer), P.O. Box 368, Accra. WTD in preparation.

321 Flat glass

INDONESIA—Window glass, clear. Direct purchase and agency. Van Swaay International N.V. (importer, installer, wholesaler), P.O. Box 177, The Hague. (Has offices in Indonesia). WTD 12/30/66.

★★ **ZAMBIA**—Glass used in construction of buildings. Mr. Roland B. Windsor, Mgr., Zambia Steel & Building Supplies Ltd. (importer, wholesaler), 22 President Ave., Ndola. WTD in preparation.

322 Glass, glassware

SOUTH AFRICA—Table, kitchen, art and novelty glassware. Direct purchase and agency. Walt & Gorfinkel (Pty.) Ltd. (importing distributor), P.O. Box 1232, Cape Town. WTD 3/10/67.

324 Cement, hydraulic

★★ **GHANA**—Cement. Mr. A. W. van der Hoek, Mgr., Hoeks Ghana, Ltd. (importer, wholesaler, retailer), P.O. Box 1888, Accra. WTD 2/27/64.

325 Structural clay products

YUGOSLAVIA—Ceramic floor, wall tiles. Kombinat "Jugokeramika" (manufacturer), Marticeva 14, Zagreb. WTD in preparation.

326 Pottery, related products

SPAIN—Hand-painted ceramic plates; art, decorative and novelty pottery articles. Martin & Sintes (manufacturer, exporter), Rios Rosas 10, 1°, Madrid (3). WTD 10/28/66.

SWEDEN—China, earthenware bathroom accessories, such as towel racks, soap cups. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler), Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

YUGOSLAVIA — Porcelain tableware for households, commercial use. Kombinat "Jugokeramika" (manufacturer), Marticeva 14, Zagreb. WTD in preparation.

Vitreous china plumbing fixtures for toilets. Kombinat "Jugokeramika" (manufacturer), Marticeva 14, Zagreb. WTD in preparation.

329 Nonclay Refractories

● **TURKEY**—140 tons of silica bricks and 17 tons of mortar of same quality. Specifications: 95% SiO_2 min., melting min. 1725°C., strength min. 130 kg/cm², specific gravity min. 1.7. Bid deadline May 15, Beyoglu Ciheti Muvakkat Gaz Isletmesi, Istanbul (Gas Authority, City of Istanbul). Tender documents available from Modern Translation Bureau, for $7.50 per copy including air mail postage.

331 Steel mill products

● **BURMA**—Sheets and plates: 215 tons, size range 6′ x 3′ x 1/32″ to 8′ x 4′ x ⅞″. Tender No. MEIC/B.Rlys/15(T)392/66-67, bid deadline Apr. 20. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-2363).

INDONESIA—Iron and steel in sheets and bars, profiles; Coke for use in industrial plants. Direct purchase and agency. Van Swaay International N.V. (importer, installer, wholesaler), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

ITALY—Electrolytic and coke tinplate. Fratelli fu Anselmo (manufacturer), Via Belfiore 71, Lecco (Como). WTD 3/67.

● **KENYA**—Rails, steel ties, clips, bolts, nuts and washers: Includes 24,698 rails and 81,948 steel ties. Tenders are invited from actual manufacturers. Applications for tender documents, referring to circulars 68, 69 and 70 dated Mar. 14, must be received in the Office of The Overseas Purchasing Div., East African Railways & Harbours, 4 Millbank, London, S.W.1. on or before Apr. 24.

PAKISTAN—Electrical steel sheet, core loss 1.85, Aramco M-36. Decent Electrical Industries Regd. (manufacturer), Gondlanwala Rd., Gujranwala. WTD in preparation.

Pig iron of standard foundry grade. Decent Electrical Industries Regd. (manufacturer), Gondlanwala Rd., Gujranwala. WTD in preparation.

Bright shafting above 3½ dia. Decent Electrical Industries Regd. (manufacturer), Gondlanwala Rd., Gujranwala. WTD in preparation.

● Structural shapes and bars, rounds and flats. Tender No. P-7/195/4-66-(SH), bid deadline Apr. 11. Drawings and specifications can be obtained on application only from the Office of the Chief Controller of Purchase, Pakistan Western Railway Hdqtrs., Empress Rd., Lahore at the cost of Rs. 4.00 (U.S. $0.84) and Rs. 1.00 (U.S. $0.21) each respectively. Cost of Tender Form is Rs. 20.00 (U.S. $4.20).

342 Cutlery, hand tools, general hardware

COLOMBIA—Industrial wrenches. Gases Industriales de Colombia S.A. (manufacturers, importers, agents), Calle 45-A No. 9-77, Bogota, D. E. WTD 3/31/67.

Hand tools. Gases Industriales de Colombia S. A. (manufacturers, importers, agents), Calle 45-A No. 9-77, Bogota, D. E. WTD 3/31/67.

★★ **GHANA**—Tools for cultivating and harvesting agricultural products. Mr. C. Wilson-Dzanta, Dir., Dzatsone Building Construction (importer, retailer), P.O. Box M 257, Accra. WTD in preparation.

NORWAY—Steel alloy studs for automobile tires. Gilmen A/S (manufacturers' agent), 33C Frysjaveien, Oslo 8. WTD in preparation.

SOUTH AFRICA—Kitchen cutlery and gadgets. Direct purchase and agency. Walt & Gorfinkel (Pty.) Ltd. (importing distributor), P.O. Box 1232, Cape Town. WTD 3/10/67.

SWEDEN—Grab bars, towel bars and related bathroom accessories; special hand tools for oil burner installations. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler). Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

THAILAND—Full line hand tools for construction work. CIF prices, catalogs requested. Direct purchase and agency. Sethapatana Ltd. Part (importer, wholesaler), 309 Santiparp La., Nares Rd., Bangkok. WTD 1/67.

★★ **ZAMBIA**—Machine tools for maintaining machines in small machine shop. Mr. Guido Leveghi, Dir., Guido Leveghi (manufacturer), P.O. Box 12 Chilanga, Lusaka. WTD in preparation.

343 Heating apparatus, plumbing fixtures

★★ **GHANA**—Stainless steel sanitary ware, plumbing fixtures. Mr. C. K. Okyere, Mng. Dir., Oyoko Contractors Ltd. (importer), P.O. Box 4233, Accra. WTD in preparation.

HONDURAS—Water heater or boiler for self-service laundry; capacity 600 gals. per hr., diesel or kerosene operated; capable of heating water to 140°F. Sr. Eduardo Bueso (laundry), Lavanderia Lavamatic, 8 Ave. N.O., San Pedro Sula. WTD 2/67.

SWEDEN—Shower head assemblies; hand sprays; thermostatically controlled mixing valves; related products. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler). Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

344 Fabricated structural metal products

★★ **ZAMBIA**—All types of fencing material, including barbed wire. Mr. J. Davidson, Trading Mgr., The Zambia Tobacco Coop., Ltd. (importer, wholesaler), P.O. Box 591, Livingstone. WTD in preparation.

★★ Structural steel suitable for furniture. Mr. B. J. Sharma, Mng. Dir., Sharma's Group of Cos. (manufacturer), P.O. Box 56, Lusaka. WTD in preparation.

★★ Structural steel. Mr. Roland B. Windsor, Mgr., Zambia Steel & Building Supplies Ltd. (importer, wholesaler), 22 President Ave., Ndola. WTD in preparation.

★★ Prefabricated housing. Mr. Raymond Rodanski (importer), P.O. Box 180, Livingstone. WTD in preparation.

346 Metal stampings

SOUTH AFRICA—Aluminum, stainless steel and vitreous-enameled household cooking and kitchen utensils. Direct purchase and agency. Walt & Gorfinkel (Pty.) Ltd. (importing distributor), P.O. Box 1232, Cape Town. WTD 3/10/67.

348 Fabricated wire products

★★ **GHANA**—Wire netting for fencing poultry yards, wire gauze made of brass or galvanized steel. Mr. Farid Azar, Gen. Mgr., City Paint Supply (importer, wholesaler, retailer), P.O. Box 30, Accra. WTD in preparation.

349 Fabricated metal products

INDONESIA—Metalgauze for centrifuges and filter presses. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

SWEDEN—Valves, fittings for domestic oil burners. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler), Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

Oil burner tubing. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler), Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

★★ **ZAMBIA**—Metal (preferably aluminum) containers, light-weight, eight feet square, 4000 ea. Mr. N. A. Judd, Secy., Zambia Industrial & Commercial Assn., P.O. Box 844, Lusaka. (Joint enterprise with government.)

351 Engines, turbines

INDONESIA—Diesel engines and diesel generating sets, low-tension 220/127 V or 380/220 V. Direct purchase and agency. Van Swaay International N.V. (importer, installer, wholesaler), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

MALAYSIA—Outboard motors and multipurpose engines. Direct purchase and agency. Sing Hoe Motor Co., Ltd. (importer, wholesaler, retailer), 179 Jalan Ipoh, P.O. Box 573, Kuala Lumpur, Selangor. WTD 3/67.

352 Farm machinery

★★ **CONGO**—Decorticating equipment for corn, coffee, rice. Mr. Georges Campe, Dir., Belgika-Sodexcom (importer, exporter), B.P. 584, Kinshasa. WTD in preparation.

FRANCE—Agricultural machinery and farm equipment for use in preparation and maintenance of soil, planting, seeding, harvesting operations; attachments, spare and replacement parts for agricultural machinery of

American origin. Agency for farm machinery; direct purchase and agency for accessories, spare parts. Portejoie, Brunet & Lavaud (Ets.) (manufacturers, dealers), 86—Civray, Vienne. WTD 2/67.

★★ **GHANA**—Automatic poultry feeders, egg gathering equipment. Mr. Tallal Jaber, Ogli Farm (farmer), P.O. Box 81, Accra. WTD in preparation.
★★ Poultry equipment for hatchery. Mr. E. G. Irani, Gen. Mgr., E. G. Irani & Brothers (wholesaler, retailer), Kumasi. WTD in preparation.

MALAYSIA—Hand tractors, lawn mowers, other grass-cutting machines. Direct purchase and agency. Sing Hoe Motor Co., Ltd. (importer, wholesaler, retailer), 179 Jalan Ipoh, P.O. Box 573, Kuala Lumpur, Selangor. WTD 3/67.

PERU—Farm machinery of the following type: 30-60 hp tractors (50 units); reversible disc plows (20 units); spiked-tooth harrows (20 units); spring-tooth harrows (20 units); double-unit milking machine; 10-20 head milking machine (Henry Bond-type); insilage cutters (20 units); mowing machines (20 units); hay bailers (20 units); corn planters (20 units); spray rigs, sprinklers, dusters, scoop shovels, mattock picks (all 20 or more units); ½ to 2-ton pick-up trucks (10 units); water pumps (20 units); 500-3000 W electric generators (10 units). Requests replies in Spanish. Junta de Rehabilitacion y Desarrollo de Arequipa (government agency), San Francisco 308 (P.O. Box 737), Arequipa.

★★ **ZAMBIA**—Cultivator points, shovels; insecticide sprayers, dusters, seed corn graders; corn shellers, cleaners. Mr. J. Davidson, Trading Mgr., The Zambia Tobacco Coop., Ltd. (importer, wholesaler), P.O. Box 591, Livingstone. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

GERMANY—Material transportation equipment such as fork-lift trucks, conveying systems, pulleys. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Direct purchase and agency. Heinrich Scharf GmbH., Maschinenfabrik (manufacturer, wholesaler, exporter), 1 Kanalstrasse, Postfach 704, 47 Hamm/Westf. WTD 3/16/67.

INDONESIA—Earthmoving equipment, lifts, elevators, escalators, cranes, winches, harbour equipment. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

PAKISTAN—Tractors; industrial, gasoline. Requests catalogs, quotations, C. & F., Karachi. Karsaz International Corp. (importer), 1 Masjid Al-Sattar, Opposite Taj Mahal Cinema, P.O. Box 254, Bunder Rd., Karachi. WTD 2/67.

Elevators; passenger and freight, electric. Requests catalogs, quotations, c. & f., Karachi. National Illuminating Engineering Services Corp. (importer), 1 Beaumont Rd., P.O. Box 3965, Karachi 4. WTD 7/22/66.

SPAIN—Road construction and maintenance equipment, new and modern types, heavy-duty graders, power shovels, concrete mixers and other machines for civil engineering, public works, general building contracts. Inversiones Tecnicas y Civiles, S.A. (wholesaler, agent), Padre Damian 37, Madrid (16). WTD 3/67.

Construction, mining, public works and materials handling machinery, equipment, including replacement parts, accessories. Direct purchase and agency. Erim, S.A. (importer, retailer, distributor, engineering consultants), Cervantes 23, Oviedo. WTD 3/67.

● **SUDAN**——Supply of one, 3-ton capacity, overhead electric traveling crane. Tender No. 3694, bid deadline May 9. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-55893.

SWEDEN—Hydraulic mobile cranes, small construction machinery. Direct purchase and exclusive agency. Franks Entreprenad Maskiner, F E M AB (retailer, importer), Ankdammsgatan 7, Solna. WTD 3/67.

● **THAILAND**—Supply of one pulling truck comprised of three unit battery-powered, driven trucks. Bid deadline May 17. The Stores Section, Treasury Dept., Chakrapong Rd., Bangkok.★ (Telephone: 202-WO 7-5589).

● **TURKEY**—Supply of three overhead cranes; with a hoisting power of six tons; one flaw detector; and one disc-saw grinding machine. Bid deadline Apr. 10. General Directorate of State Railways, Office of Purchases & Sales Commission.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

★★ **CONGO**—General equipment for garage-type automotive repair and maintenance equipment. Mr. M. Bogaert, Dir., Cegeac Congo (importer, wholesaler, retailer), B.P. 1199, Kinshasa. WTD in preparation.

GERMANY—Metalcutting tools and machinery, chip detaching. Direct purchase and agency. Guenther W. Rieche (sales agent, wholesaler, importer, exporter), 6078 Neu Isenburg, Hermannstr. 54. WTD 3/67.

INDONESIA—All kinds of metalworking machinery such as drilling, milling, tapping, sawing, including electric hand and other tools for use in electric and mechanical sector. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

IVORY COAST—Oxy-acetylene, welding, oxy-acetylene blow pipe. Requests replies in French. F. Massieye et J. Ferras (import, export), B.P. 1293, Abidjan. WTD 3/8/66.

SPAIN—Machinery and equipment required in operation of steel plants. Inversiones Tecnicas y Civiles, S.A. (wholesaler, agent), Padre Damian 37, Madrid (16). WTD 3/67.

SWEDEN—All kinds of metalworking machine tools, cutting tools, such as lathes, shapers, milling machines. Direct purchase and exclusive agency. Ingeniorsfirma A. Haeger (importer, sales agent), Pilgatan 23, Stockholm K. WTD 1/67.

★★ **ZAMBIA**—Wire working machinery for book racks, wire baskets. Mr. C. F. Fowles, Dir., Gilmer Engineering Co., Ltd. (manufacturer), Hope Rd., P.O. Box 590, Lusaka. WTD in preparation.

★★ Steel fabricating machinery suitable for producing furniture. Mr. B. J. Sharma, Mng. Dir., Sharma's Group of Cos. (manufacturer), P.O. Box 56, Lusaka. WTD in preparation.

355 Special industry machinery

★★ **CONGO**—Complete machinery for converting rice to breakfast food. Complete machinery for making and mixing cattle feed. Machinery to fill bags with processed cattle feed; also include automatic weighing. Mr. Autonio Nogueira, Nogueira & Co. (manufacturer), B.P. 8844, Kinshasa. WTD in preparation.

FINLAND—Auxiliary machines for pulp and paper mills, such as conical and disc refiners, pressure screens, chest agitators, spare parts. Distributor should be able to provide maintenance of machines. Descriptive brochure available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Jylhavaara Osakeyhtio (manufacturer), Valkeakoski. WTD 3/21/67.

GERMANY—Packaging machinery for plastic and paper packagings. Requests price quotations c.i.f. Rotterdam. Direct purchase and agency. Requests replies in German. Heinrich Scharf GmbH., Maschinenfabrik (manufacturer, wholesaler, exporter), 1 Kanalstrasse, Postfach 704, 47 Hamm/Westf. WTD 3/16/67.

★★ **GHANA**—Complete machinery for making floor mosaic parquetry; requires production capacity of about 60 cubic meters, preferable automatic. Mr. James Quartey, Mng. Dir., Attok Fisheries Ltd. (importer), P.O. Box 325, Tema. WTD in preparation.

★★ Chain saws. Mr. Isaac K. Ekanem, Mng. Dir., Kinac Co., Ltd. (importer), P.O. Box 3559, Accra. WTD in preparation.

★★ Machines for manufacturing glue. Mr. M. Larbie, Mng. Dir., Larbie's Enterprises (building contractor), P.O. Box 87, Accra. WTD in preparation.

★★ Textile machinery for weaving, spinning, dyeing. Mr. T. H. Pao, Mng. Dir., Ghana Textile Mfg. Ltd. (manufacturer), Tema. WTD in preparation.

★★ Machinery for mills producing corn, rice, coffee: Mr. Stephen Agbeko, Tonato Works (importer), P.O. Box 255, Accra. WTD in preparation.

INDONESIA—Woodworking machinery of all kinds including small types. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

NETHERLANDS—Offset proof presses and small offset presses. Direct purchase and agency. N.V. Grafisch Technisch Bureau Hesterman (sales agent), Elektronstraat 17, Amsterdam. WTD 3/15/67.

PORTUGAL—Chain saws, loggers, debarkers, log carriers and tractors, all kinds of machines for logging and sawmill operations, including box making, other wood working machines. Direct purchase and agency. Manuel S. Patronilho, Lda. (exporter), Rua do Telhal 12-5°, Lisbon 2. WTD in preparation.

★★ **ZAMBIA**—Cosmetic powder filling equipment. Mr. N. N. Miller, Mng. Dir., Miller & Gordon Ltd. (manufacturer, importer, wholesaler), P.O. Box 1549, Ndola. WTD in preparation.

★★ Machinery for manufacturing building board from bagasse. Mr. Hugh G. Charnaud (importer, exporter), P.O. Box 539, Lusaka. WTD in preparation.

★★ Complete line of equipment for biscuit plant, include mixer, oven, accessories, small heat sealing unit, exclude packaging. Mr. T. R. Nayee, Zambia Fashions Ltd. (manufacturer), P.O. Box 5050, Livingstone. WTD in preparation.

★★ Machinery to grind Talc to 99% through a 300 mesh B.S. Sieve. Mr. A. Lewim, Mgr.,

A. Lewim (exporter), P.O. Box 555, Lusaka. WTD in preparation.

★★ Machinery to manufacture tube-type automotive radiators. Mr. Jack Rowse, Mng. Dir., Jack Rowse Enterprises Ltd. (wholesaler), P.O. Box 929, Lusaka. WTD in preparation.

★★ Puffing machine for rice, wheat, corn; small to medium capacity, preferably electrically operated; gluesealer for shipping containers; topsealer with conveyor belt for top of filled bags of type doughboy; one machine to form, fill, seal polyethylene bags with two to four lbs. of free-flowing materials, such as rice, at 50-60 bags per min.; one machine, similar to above, to auger fill salt. All parts touching material and all moving parts should be protected with Teflon. Both machines should print polyethylenrol with simple two color imprint face only. Sample bags available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Mr. Cumings Charles, Sales Mgr., Shapiros Milling Co., Ltd. (manufacturer), Manchester St., Ind. Sites 72188, Lusaka. WTD in preparation.

★★ Knitting machines for home and industrial use. Mr. A. E. Piers, Mng. Dir., Bernina Sewing Machines Ltd. (manufacturer, importer, retailer), P.O. Box 2000, Ndola. WTD in preparation.

356 General industrial machinery

BELGIUM—Furnaces, ovens, metal and chemical processing. Etablissements Daniel (manufacturer, exporter), 204-206 Rue Royale, Brussels. WTD 3/9/67.

Linings for pyrite processing furnaces. Etablissements Daniel (manufacturer, exporter), 204-206 Rue Royale, Brussels. WTD 3/9/67.

● **BURMA**—Supply of two diesel driven centrifugal pumping units, each with a capacity of 250 GPM of petroleum crude oil and total head of 600 ft. Tender No. 5(T)MCY/FT-CAP/POI(66-67), bid deadline May 6. Procurement Mgr., People's Oil Industry, Rangoon.★ (Telephone: 202-WO 7-5589).

INDONESIA—Water pumps, oil-fired turbodestructors, ceiling and wall fans. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

MALAYSIA—Water pumps. Direct purchase and agency. Sing Hoe Motor Co., Ltd (importer, wholesaler, retailer), 179 Jalan Ipoh, P.O. Box 573, Kuala Lumpur, Selangor. WTD 3/67.

PAKISTAN—Ball bearings, 6205, 6206, 6207, 6307, 6308, 6309. Decent Electrical Industries Regd. (manufacturer), Gondlanwala Rd., Gujranwala. WTD in preparation.

SOUTH AFRICA—Gummed tape sealing machines. Gummed Tapes (Pty) Ltd. (manufacturer), 7 John St., Selby, Johannesburg. WTD 3/67.

SWEDEN—Machinery for roller applying paint coating to both sides cold rolled strip iron 33 x 0.5 mm, 38 x 0.5 mm, 41 x 0.8 mm, 50 x 0.6 mm for curtain rod manufacture, with or without drying unit. Metallhyttans AB (manufacturer), Anderstorp. WTD 3/20/67.

Pumps for domestic oil burners. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler), Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

★★ **ZAMBIA**—Small labeling machine. Mr. N. N. Miller, Mng. Dir., Miller & Gordon Ltd. (manufacturer, importer, wholesaler), P.O. Box 1549, Ndola. WTD in preparation.

★★ Packaging, labeling machinery for putting cosmetic and toilet talc into consumer packages. Mr. A. Lewim, Mgr., A. Lewim (exporter), P.O. Box 555, Lusaka. WTD in preparation.

357 Office, computing, accounting machines

★★ **ZAMBIA**—Any type of computer suitable for governmentals needs. Mr. J. E. Martin, Head, Data Processing, Ministry of Finance, Govt. of Zambia, P.O. Box R.W. 62, Lusaka. (Government agency).

358 Service industry machines

GERMANY—Air conditioners, room, and accessories. C.i.f. European ports. Direct purchase and agency. TAK Rudolf Heine K.G. (agent), 4 Liebigstr., 404 Neuss. WTD 3/13/67.

Equipment and accessories for water treatment, including automatic valves, for residential, commercial use. Direct purchase and agency. Servo Wasserreinigerbau GmbH KG (manufacturer, wholesaler), 7419 Sirchingen, Wuerttemberg. WTD 3/67.

★★ **GHANA**—Components for assembling air conditioners. Mr. Thomas Brown, Mng. Dir., Caramafra Ltd. (assembler), P.O. Box 2400, Accra. WTD in preparation.

★★ Refrigerating equipment for cooling 100,000 cubic ft. room, and six 5,000 cubic ft. rooms to —30°. Mr. James Quartey, Mng. Dir., Attok Fisheries Ltd. (importer), P.O. Box 325, Tema. WTD in preparation.

INDONESIA—Air-conditioning units and installations, deepfreeze and cooling equipment, airdryers and humidifiers, installations for deep frozen foods, dry-frozen foodstuff preserving equipment. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

361 Electric transmission, distribution equipment

GERMANY—Electrical impulse meters/counters. Siegfried Link GmbH & Co.KG (manufacturer, distributor, exporter, importer), 6103 Griesheim, Heinrich Heine Str. 6. WTD 3/67.

● **GREECE**—Supply 3600 sets of outdoor fuse cutouts, 100 MVA; 180 fuse holders; 7000 lightning arresters; and 60 three pole 15 KV, 400 Amp. airbreak switches. Tender No. DED-1222/A2, bid deadline not set. Public Power Corp., 30 Chalkokondyli St., Athens 102, Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

INDONESIA—High and low tension switch gear, all kinds of switch and fuseboards, electric measuring instruments, transformers (high and low), all kinds of electrical low tension installation materials such as piping, switches, fuses, boxes, ducting, conduits, socket outlets, high tension pylons and relative accessories and parts. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

● **IRELAND**—Supply of 10 KV, 6.6 KV and 380 V Switchgear and control room equipment for Tarbert Generating Station, County Kerry. Tender No. Enq/2/PS, bid deadline May 5. The Sec., Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2.

A copy of specifications is available for review only, not for loan, in the Power & Electrical Equipment Div., Rm. 4124, Dept. of Commerce, BDSA-662, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

COLOMBIA—Welding equipment and supplies. Gases Industriales de Colombia S. A. (manufacturers, importers, agents). Calle 45-A No. 9-77, Bogota, D. E. WTD 3/31/67.

● **GREECE**—Supply of four 2500 kilowatt, A.C., 8PF, three phase, 50 cycles, 6300 volt—(or alternate bid 15,000 volt), 300-428 RPM, diesel generator sets for installation at Mytilene Island. Tender No. DED-5080/C-1, bid deadline not set. Public Power Corp., 30 Chalkokondyli St., Athens 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

INDONESIA—Capacitors, electro motors, generators, carbon plates, carbon brushes, brush holders, electrical water-level recorders. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

IVORY COAST—Electrodes, electric welding. Requests replies in French. F. Massieye et J. Ferras (import, export), B.P. 1293, Abidjan. WTD 3/8/66.

MALAYSIA—Portable generators, electric or gasoline driven. Direct purchase and agency. Sing Hoe Motor Co., Ltd. (importer, wholesaler, retailer), 179 Jalan Ipoh, P.O. Box 573, Kuala Lumpur, Selangor. WTD 3/67.

SWEDEN—Controls for domestic oil burners. Direct purchase and agency. Sylvan & Qvibelius, Stenkols AB (wholesaler), Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

363 Electric fans

● **BURMA**—Supply of 700 electric ceiling fans, Tender No. DPES 69/67, bid deadline Apr. 25. Govt. of the Union of Burma, Dir. of Procurement, Defence Dept., Rangoon.★ (Telephone: 202-WO 7-5345).

★★ **GHANA**—Components for household refrigerators, tank gas stoves. Mr. Thomas Brown, Mng. Dir., Caramafra Ltd. (assembler), P.O. Box 2400, Accra. WTD in preparation.

★★ Electrical appliances, all types. Mr. B. Khubchandani, Mgr., Glamour Department Stores (importer, wholesaler, retailer), P.O. Box 932, Accra. WTD in preparation.

INDONESIA—Water heaters, domestic appliances. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

SWITZERLAND—Small electric household appliances and tools; must be 220 Volt; especially items suitable for sale directly to consumer by mail. H. Baumgartner (manufacturers' agent), St. Albanvorstadt 28, 4000 Basel. WTD 7/21/66.

VENEZUELA—Small electrical household appliances, 110 V, 50/60 cycles. Requests replies in Spanish. Francisco Perez (Radio

Iberia) (importer, distributor, retailer), Avenida Presidente Medina, Edificio Romano, Local 2, Las Acacias, Caracas. WTD 3/10/67.

★★ **ZAMBIA**—All types of household appliances. Mr. Jay, Mgr., Kee's Retail Store (importer, retailer), Cairo Rd., Lusaka. WTD in preparation.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of 2,744 various electric bulbs, 276 mercury lamps, and 28 flood lights, Tender No. 112/MDC-EL(66-67), bid deadline Apr. 15. Mineral Development Corp. (Procurement Dept.), 243/251, 36th St., Rangoon.★ (Telephone: 202-WO 7-5345).

● Supply of 1,020 various kerosene lanterns. Tender No. MEIC/13/T-325/66-67, bid deadline Apr. 10. Govt. of the Union of Burma, Mgr., Machinery, Equipment, Tools & Spares, Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5345).

INDONESIA—Electric lighting fixtures, electric cables (also for underground), conductors. Direct purchase and agency. Van Swaay International N.V. (importer, wholesaler, installer), P.O. Box 177, The Hague. (Has offices in Indonesia.) WTD 12/30/66.

365 Radio, television receiving sets

VENEZUELA—Radio receivers for automobiles. Requests replies in Spanish. Francisco Perez (Radio Iberia) (importer, distributor, retailer), Avenida Presidente Medina, Edificio Romano, Local 2, Las Acacias, Caracas. WTD 3/10/67.

★★ **ZAMBIA**—All types of radios. Mr. T. Rankow, Gen. Mgr., Frank & Hirsch Ltd. (wholesaler), P.O. Box 1976, Lusaka. WTD in preparation.

369 Electrical machinery, equipment, supplies

★★ **GHANA**—Automotive batteries. Mr. George Arghyrou, Mng. Dir., Olympic Ltd. (importer, wholesaler), P.O. Box 3936, Accra. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

★★ **CONGO**—Automotive spare parts. Mr. Raymond Nauessa, Mgr., Sococar S.P.R.L. (importer), 67, Ave. Kasa-Vubu, Kinshasa. WTD in preparation.

★★ **GHANA**—Automotive parts. Mr. George Arghyrou, Mng. Dir., Olympic Ltd. (importer, wholesaler), P.O. Box 3936, Accra. WTD in preparation.

PAKISTAN—Motor vehicle parts and accessories, truck parts and accessories. Requests catalogs, quotations, C. & F., Karachi. Karsaz International Corp. (importer), 1 Masjid Al-Sattar, Opposite Taj Mahal Cinema, P.O. Box 254, Bunder Rd., Karachi. WTD 2/67.

372 Aircraft, parts

PAKISTAN—Aircraft parts, accessories. Requests catalogs, quotations, C. & F., Karachi. Tujjar Mutahidda (importer), 12 Zeenat Mansion, Wood St., Karachi. WTD 2/67.

373 Ship building, repairing

★★ **GHANA**—Four river fishing vessels, 20 ton capacity. Trawlers, second hand, between 300 and 400 tons fish capacity. Mr. James Quartey, Mng. Dir., Attok Fisheries Ltd. (importer), P.O. Box 325, Tema. WTD in preparation.

379 Transportation equipment

PAKISTAN—Trailers, passenger car. Requests catalogs, quotations, C. & F., Karachi. Karsaz International Corp. (importer), 1 Masjid Al-Sattar, Opposite Taj Mahal Cinema, P.O. Box 254, Bunder Rd., Karachi. WTD. 2/67.

384 Surgical, medical, dental instruments

★★ **ZAMBIA**—Surgical, medical, supplies for new hospital. Central Hospital Lusaka, Box R.W. 1, Lusaka. (Government agency).

385 Ophthalmic goods

★★ **ZAMBIA**—Sun glasses. Mr. T. Rankow, Gen. Mgr., Frank & Hirsch Ltd. (wholesaler), P.O. Box 1976, Lusaka. WTD in preparation.

394 Toys, amusements, sporting goods

SOUTH AFRICA—Used golf clubs, particularly irons, 300 to 400 sets required annually. Pierre Oosthuizen (golf professional), Royal Cape Golf Club, Ottery Rd., Wynberg, Cape Province. WTD 3/15/67.

SPAIN—All types of sports equipment, supplies. Inversiones Tecnicas y Civiles, S.A. (wholesaler, agent), Padre Damian 37, Madrid (16). WTD 3/67.

395 Pens, pencils, office, artists' materials

SWEDEN—Plastic metal ball-point pens, preferably not assembled. Direct purchase and agency. L. E. Ajell AB (importer), Tradgardsgatan 6, Goteborg. WTD 3/17/67.

399 Manufacturing industries

SWEDEN—Soap dispensers. Agency and direct purchase. Sylvan & Qvibelius, Stenkols AB (wholesaler), Jarnvagsgatan 39, Halsingborg. WTD 3/16/67.

TAIWAN—Wig, wiglet, wigcoul, fall and other human hair products. Fu Min Handicrafts Enterprise Corp. (manufacturer, exporter), 223 Nanking West Rd., Taipei. WTD 1/19/67.

503 Dry goods, apparel

★★ **ZAMBIA**—All types of dry goods, piece goods, notions. Mr. Smith, Gen. Mgr., Indeco (importer), Century House, Cairo Rd., Lusaka. MM (Government agency).

504 Groceries

★★ **GHANA**—General foodstuffs suitable for institutional feeding. Mr. Peter Berale, Cafeteria Mgr., Univ. of Ghana, Accra. WTD in preparation.

★★ **ZAMBIA**—All types canned, packaged products. Mr. Smith, Gen. Mgr., Indeco (importer), Century House, Cairo Rd., Lusaka. (Government agency).

505 Farm products—raw materials

★★ **GHANA**—Grain for flour mill. Mr. Edmond Irani, Irani Bros. (manufacturer), P.O. Box 672, Accra. WTD in preparation.

508 Restaurant equipment

★★ **GHANA**—Kitchen equipment, electric; complete line for institutional feeding. Mr. Peter Berale, Cafeteria Mgr., Univ. of Ghana, Accra. WTD in preparation.

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509 Wholesalers

★★ **ZAMBIA**—Department store seeks wide variety of merchandise. Mr. Glasser, Goodman's (importer, retailer), Cairo Rd., Lusaka. WTD in preparation.

521 Building materials

★★ **GHANA**—All types of building supplies for housing. Mr. C. K. Okyere, Mng. Dir., Oyoko Contractors Ltd. (importer), P.O Box 4233, Accra. WTD in preparation.

★★ **ZAMBIA**—All types of building supplies. Mr. Roland B. Windsor, Mgr., Zambia Steel & Building Supplies Ltd. (importer, wholesaler), 22 President Ave., Ndola. WTD in preparation.

739 Business consultants

SPAIN—Business, engineering, and industrial consulting firm wishes to enter into an agreement with U.S. firm for access to most modern technology for farm mechanization and industrial processing of agricultural raw materials. Ingeco Gombert Espanola (business consultants), S.A., Paseo de la Castellana 72, Madrid (1). WTD 3/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

★★ **ZAMBIA**—All types of canned meat. Mr. B. Gordon, Mng. Dir., Barney Gordon (Zambia) Ltd., P.O. Box 2178, Lusaka. WTD in preparation.

204 Grain mill products

★★ **GHANA**—Flour and grain. Mr. J. T. Daitey, Mgr. Prince Emanuel & Co. (importer), P.O. Box 803, Accra. WTD in preparation.

★★ Flour and rice. Mr. A. K. Gbekle, Gbekle & Sons (importer), P.O. Box 39, Hohe. WTD in preparation.

★★ Flour and rice. Mr. Addo-Yobo, Mgr., De Dopa Co., Ltd. (importer, wholesaler), P.O. Box 1070, Accra. WTD in preparation.

221 Broad woven fabric mills, cotton

★★ **ZAMBIA**—Cotton dress material. Mr. D. B. Harrison, Mng. Dir., D. B. Harrison & Co., Ltd., P.O. Box 1830, Lusaka. WTD in preparation

★★ All types of woven cotton. Mr. Y. M. Sola, Dir., Sola International (importer), P.O. Box 1797, Lusaka. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

★★ **ZAMBIA**—All types of clothing. Mr. Y. M. Sola, Dir., Sola International (importer), P.O. Box 1797, Lusaka. WTD in preparation.

★★ All types of clothing. Mr. N. V. Kapadia, Mgr., W. & E. Agencies & Distributors (manufacturer representative), P.O. Box 197, Fintex House, Lusaka. WTD in preparation.

★★ All types of men's pants. Mr. B. Gordon, Mgr., B. Gordon (Zambia) Ltd. P.O. Box 2178, Lusaka. WTD in preparation.

233 Women's, misses', juniors' outerwear

★★ **ZAMBIA**—All types of ladies wear. Mr. L. P. Khatri, Dir., Evergreens Commercial Agencies, Selome St. Box 1176, Lusaka. WTD in preparation.

★★ Ladies dresses. Mr. G. J. Austin, Mng. Dir., Austin & Co., Ltd. P.O. Box 144, Cairo Rd., Lusaka. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

★★ **GHANA**—Prefabricated buildings for commercial, industrial and housing uses. Mr. Dominic Owusu-Ansah, Mng. Dir., Ghana Architectural & Civil Engineering Ltd., P.O. Box 2535, Accra. WTD in prepaartion.

262 Paper mills, products

★★ **ZAMBIA**—Tobacco paper, 2,000 rolls, 200 yd., by 54 in. wide. Mr. John Davidson, Mgr., The Zambia Tobacco Coop., Ltd. (importer, exporter, wholesaler), P.O. Box 591, Livingstone, Zambia.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

★★ **GHANA**—Laundry soap. Mr. E. A. Abimbola, E. A. Abimbola & Co. (importer), P.O. Box 2486, Accra. WTD in preparation.

342 Cutlery, hand tools, general hardware

★★ **GHANA**—Small hand tools for agricultural purposes. Mr. Christopher Uba, Mng. Dir., C. Uba & Brothers Trading Co., Ltd. (importer, wholesaler, retailer), P.O. Box 333, Onitsha, Nigeria. WTD in preparation.

343 Heating apparatus, plumbing fixtures

★★ **GHANA**—Sanitary equipment; plumbing fixtures and fittings. Mr. A. Narteh, Mgr., Timber & General Exports Co., Ltd. (importer, exporter, wholesaler, retailer), P.O. Box 115, Harbour Area, Takoradi. WTD in preparation.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA. 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, Wyo., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

349 Fabricated metal products

★★ **GHANA**—Irrigation equipment. Mr. C. B. Fayorsey, Mng. Dir., Eastern Farms Ltd., P.O. Box 2801, Accra. WTD in preparation.

352 Farm machinery

★★ **GHANA**—Tractors. Mr. N. Kassab, Mng. Dir., West African Management Consultants (importer, exporter, wholesaler), P.O. Box 319, Accra. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—The Ministry of Labor, on behalf of the Federal Gov't., has announced in Vancouver that a **third crossing of the Burrard Inlet is presently under active consideration.** The cost of the new crossing is estimated at approximately $85 million, part of which will go toward improving access to the wharves and the new National Harbours Board facilities on the north shore of the waterfront. The gov't. of Canada is prepared to make a capital contribution to the project and is willing to guarantee a loan to be floated by an appropriate local non-profit harbor crossing authority.

COSTA RICA—The highway construction firms of Central America or the United States are invited to **present their prequalification documents for the purpose of participating in the bidding of the El Coco-San Ramon project, Section San Ramon-Rio Colorado.** Only those contractors having their principal business headquarters in Costa Rica, the other Central American countries or the United States, and only those whose financial, technical capacity and experience correspond with the work to be performed will be permitted to participate in the project. A record of similar work successfully completed would be desirable.

The work to be performed consists of the construction of a 22.4 section of the route that will join the northern section of the Inter-american highway with El Coco International Airport; it will have two traffic lanes, with a third lane on the heavy grades. It includes the construction of 14 kms. of marginal roads, 2.8 kms. of radials and five level intersections, seven major culverts, three bridges and 11 two-level passes.

The prequalification documents will be received in a closed envelope until 3 p.m., local time, April 28 in the office of the General Highway Direction, Ministry of Transportation, San Jose, Costa Rica. The prequalification documents are available without charge from the same address.

GREECE—The American company, International Investment, Inc., has proposed **a $7.0 million investment in an 890 bed luxury hotel for the Phaleron Delta,** close to Athens. The hotel would be built in three years and would be leased to, or operated under contract by, Sheraton Hotels. International Investment, Inc. has applied for approval of this investment under Law 2687/1953.

Another American firm, the Maru Enterprises, Ltd., has undertaken to prepare an investment survey for this project.

ITALY—Construction of the new "L-shaped", $13 million Pier VII in the port of Trieste has been underway for several years and **is scheduled for completion by the end of 1968.** Loading and unloading machinery required for the new Pier, which may be purchased from U.S. firms, will include two 400 ton container-handling cranes capable of lifting from 30-35 tons. In addition to the giant cranes, a number of six to eight ton cranes of the traditional type also will be required along with cranes of lesser tonnage. Other equipment will include transfers for removal of containers from ship to railway cars or trucks and vice versa, and four wheel carriers, preferably of United States manufacture. Furthermore, technical know how and sophisticated automated machinery will have to be bought abroad by the Trieste Port Authority.

It is anticipated that bids for furnishing this equipment will be called by the Trieste Port Authority, which will shortly request advice regarding qualified U.S. heavy port machinery manufacturers. Bids will be solicited around the middle of 1967. At such time as the tender is announced, it will be published in the World Trade Opportunities section of International Commerce.

JAPAN—The Central Power Council, a body established by nine major electric utility companies and the Electric Power Resources Development Co. to coordinate inter-regional electric power distribution, released its **ten year projection plan for Japan's electric power demand-supply positions for 1966-1975.**

The plan calls for: increased use of atomic energy for electric power generation; large capacity, high efficiency thermal plants with effective air pollution controls; pump storage systems, including large capacity sea water systems, as a power source for peak time needs, and use of liquefied natural gas (LNG) as a new fuel source for thermal power generation. As a result, it is expected that the hydro-thermal-atomic energy generation ratios will change appreciably.

A series of five brief statistical tables showing current demand and projections are available on loan from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230.

SAUDI ARABIA—An up-to-date list of development projects in progress or planned for the future **is available from the Trade Opportunities Staff, U.S. Dept. of Commerce, BDSA-624, Washington, D.C. 20230.**

This listing (dated Jan. 1967) is not inclusive. In some cases, contracts have already been awarded for design or construction; others may be handled by tenders for which a select list has already been prepared; and there are cases where no definite plans are known to exist, and promotional activity may be needed to create a project opportunity. The list is presented only as a rough indication of project activity.

SOUTH AFRICA—Tenders for a new terminal building for Jan Smuts Airport are to be called shortly. Bids are limited to those firms who registered with the Dept. of Public Works prior to Mar. 17. Information about the projects is available from the Secretary for Public Works, Rm. 503, Central Government Officer, Vermeulen St., Pretoria.

SPAIN—U.S. firms **interested in supplying coal mining machinery and equipment to a large Spanish enterprise should contact Hulleras del Norte de Espana, S.A. (HUNOSA), Castellana 82, Madrid 6.** The Spanish gov't. has authorized the formation of this enterprise through the merger of the coal mining interests of six important companies in northern Spain. The Instituto Nacional de Industria will assist in financing the new firm and may acquire a majority interest in its share capital. When constituted, HUNOSA will be the largest coal mining enterprise in Spain.

Over the next few years HUNOSA will carry out a large scale program of mine improvement and modernization involving the importation of substantial quantities of machinery from abroad.

This expansion program was reported in this column of the Aug. 8, 1966, issue of International Commerce, p. 26.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated March.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Morocco.

American Firms, Subsidiaries and Affiliates—Chile.

American Firms, Subsidiaries and Affiliates—Denmark.

Dry Goods and Clothing—Importers and Dealers—Pakistan.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Malaysia.

Hides, Skins and Furs—Importers, Dealers and Exporters, The Netherlands.

Instruments—Medical, Surgical, Hospital, Scientific and Process—Importers and Dealers—Iraq.

Laundry and Dry Cleaning Industry—Spain.

Leads for Importers

Commodities are offered direct unless specified

074 Hunting, trapping, game protection

★★ **ZAMBIA**—Otter, leopard, snake skins. Mr. Hugh G. Charnaud (importer, exporter), P.O. Box 539, Lusaka. WTD in preparation.

★★ Skins of crocodiles, lizards, pythons, other game animals. Mr. Michael Walsh, The Game Skin Shop (exporter), P.O. Box 576, Livingstone. WTD in preparation.

149 Nonmetallic minerals

★★ **GHANA**—Mica, feldspar, talc. Mr. C. B. Fayorsey, West African Materials Co. (exporter), P.O. Box 2801, Accra. WTD in preparation.

209 Food preparations

★★ **CONGO**—Coffee, broken, 800 tons per annum. Mr. Autonio Nogueira, Nogueira & Co. (manufacturer), B.P. 8844, Kinshasa. WTD in preparation.

241 Logging camps, logging contractors

★★ **CONGO**—Hardwood logs and lumber suitable for furniture manufacturing. Mr. Batelkile Jacques, Societe d'Exploitation de Bois d'Agricultres du Bas Congo (exporter), B.P. 54, Kinshasa 7. WTD in preparation.

★★ **GHANA**—Timber hardwoods. Mr. A. Narteh, Mgr., Timber & General Exports Co., Ltd. (importer, exporter, wholesaler, retailer), P.O. Box 115, Harbour Area, Takoradi. WTD in preparation.

357 Office, computing, accounting machines

★★ **ZAMBIA**—All types of scales and weighing equipment. Mrs. D. Sharp, Zambia Scale Service Ltd. (importer), P.O. Box 1641, Lusaka. WTD in preparation.

363 Household appliances

★★ **ZAMBIA**—Sewing machines for home and industrial use. Mr. A. E. Piers, Mng. Dir., Bernina Sewing Machines Ltd. (manufacturer, importer, retailer), P.O. Box 2000, Ndola. WTD in preparation.

365 Radio, television receiving sets

★★ **CONGO**—Radios and television parts. Mr. Mose Nkasi, Nkazi & Fils TV-Radio (retailer), B.P. 8923, Kinshasa. WTD in preparation.

509 Wholesalers

★★ **GHANA**—Stationery and supplies. Mr. Alex Asante, Marketing Development Officer, West Coast Trading Co., Ltd. (commission agent), P.O. Box 1570, Accra. WTD in preparation.

521 Building materials

★★ **GHANA**—all types of building supplies for private and public housing. Mr. Joseph Bedu, Mng. Dir., Building Industries Co. (contractor), P.O. Box 822, Sekondi. WTD in preparation.

569 Miscellaneous apparel, accessory stores

★★ **GHANA**—All types of sports clothing for men, women. Mr. Christopher Okpoti, Ebenezer Trading Co., Ltd. (importer, wholesaler, retailer), Box A 127, Labadi, Accra. WTD in preparation.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Marcus Seidler, Ski International Pty. Ltd., 75 Clissold Rd., Wahroonga, N.S.W., **interested in agencies from U.S. manufacturers of textiles, dress materials, furnishings.** Apr. 15 via San Francisco for four weeks. c/o William Seidler, 241 W. Central Park, New York, N.Y. Itinerary: 4/15 San Francisco, 5/1 New York. WTD 7/12/65.

BRAZIL—Nelson Rossi, Gen. Mgr., and Aquici Adao Georg, Sales Mgr., Amadeo Rossi & Cia., 114 Rua Epifanio Fogaca, Sao Leopoldo, Rio Grande do Sul, **interested in visiting U.S. fire arms and ammunition plants,** and requesting technical information. Mar. 30 via New York for 30 days. c/o Banco da Lavoura de Minas Gerais, 19th fl., 590 5th Ave., New York, N.Y. Itinerary: New York, Washington, Hartford, Conn.; Springfield, Mass. WTD 9/2/66.

ISRAEL—David Guissin, Dir., Exporters Coordination Centre, 2 Fayvel St. or P.O. Box 22040, Tel Aviv, **interested in establishing a firm as area representative in Greece, Turkey, Cyprus, Iran and Israel of U.S. manufacturers of earth moving, quarry, road building equipment and materials, food and packaging machinery and materials** and requesting technical information. Apr. 10-15 via New York for two months. c/o M. Kolari, Emkol Export Corp., Pickman Bldg., 118-21 Queens Blvd., Forest Hills, N.Y. Itinerary: New York, Washington, Milwaukee, Los Angeles, Chicago, Michigan State, others to be arranged. WTD in preparation.

NETHERLANDS—Willem Streef, Gen. Mgr., N.V. v/h Van Ditman's Import, Schiestraat 32-36, Rotterdam 4, **interested in agencies for U.S. periodicals and magazines.** Apr. 20-25 via New York for 14 days. c/o Netherlands Consulate General, 10 Rockefeller Plaza, New York, N.Y. 10020. Itinerary: New York, Washington, Pleasantville, N.Y.; Philadelphia. WTD 2/67.

NETHERLANDS—T. Arentsen, Mgr., Technische Handelsonderneming N.V. Armeco, 179 Ceintuurbaan, Amsterdam, **interested in exclusive sales agency with stock keeping for Europe of U.S. suppliers of directional valves for hydraulic equipment and installations, hydraulic pumps 1,000-10,000 psig, hydraulic cylinders, cutting tools for nodular ductile cast iron piping, machinery and tools for installation and maintenance of gas and water supply, sewage systems.** Apr. 10 via New York for two to three weeks. c/o Dept. of Commerce, New York Field Office. Itinerary: New York, Milwaukee, Cleveland, Los Angeles. WTD 8/19/66.

NETHERLANDS—E. D. C. van Drenthem, Mng. Dir., Van Drenthem Engineering, 98 Valeriusstraat, The Hague, **interested in purchase and agency for air purification equipment.** Mar. 29 via New York until Apr. 19. c/o Roosevelt Hotel, Madison Ave. & 45th St., New York, N.Y. 10017. Itinerary: New York, Philadelphia, Detroit, Cleveland, Ohio; Chicago, San Francisco, Los Angeles, Long Beach, Calif. WTD 11/17/66.

NORWAY—Gustav Rostad, Mustad Gaard, Postboks 2, Gjovik, **interested in grass cutters, silo equipment, mushroom growing equipment,** and requesting technical information. Apr. 15 via New York for three weeks. c/o Arne Rostad, Mohawk, Conn. Itinerary: New York. WTD in preparation.

SWITZERLAND—Armin Giger, Sales Mgr., Ewag AG, 4500 Solothurn, **interested in representation or licensing proposals for manufacture in Switzerland of machine tools, tungsten carbide tools.** Apr. 20 via Chicago for two weeks. Itinerary: 4/20-28 Chicago c/o Dept. of Commerce Field Office or Booth 3925, ASTME Tool Show, Intl. Amphitheater, 43rd & Halsted Sts.; 5/2-6 New York c/o Dept. of Commerce Field Office. WTD in preparation.

TAIWAN—Franklin Koo, Gen. Mgr., President Hotel, 9 Teh Hwei St., Taipei, **interested in visiting leading hotels.** Apr. 19 via Anchorage for 20 days. Itinerary: Anchorage c/o Anchorage Westward Hotel, Seattle c/o Benjamin Franklin Hotel, New York, Washington, San Francisco. WTD in preparation.

TAIWAN—David C. Y. Kao and Frederick C. F. Cheng, Davidson & Co. Ltd., 130-2 Nanking East Rd., Section 1 or P.O. Box 12044, Taipei, **interested in purchase and agencies for textile machinery, water treatment equipment, packaging and packing equipment, air conditioning equipment, chemicals, and in sales of Taiwan products.** Apr. 1 via San Francisco for two to three weeks. c/o 1201 Sanchez St., San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Honolulu, Denver, Chicago, Canton, Ohio; Philadelphia, Washington, New York, Minneapolis. WTD 12/5/66.

TAIWAN—Hok-ying Lau, Gen. Mgr., Ta Yuan Trading Co. Ltd., 91 Chungking North Rd., Section 2, Taipei, **interested in discussing purchases, agencies with U.S. suppliers of tin plates, synthetic rubber.** Apr. 15 via New York for 50 days. c/o Wing-Keung Lau, I. M. Pei & Partner Architects, 9th & D Sts., S.W., Washington, D.C. Itinerary: New York, Philadelphia, Washington, Chicago, San Francisco. WTD in preparation.

TAIWAN—F. H. Hsu, President, Formosan Rubber Corp., 51 Yen Ping South Rd., Taipei, **interested in meeting with U.S. firms to discuss potential joint ventures for production in Taiwan of rubber products,** such as air mattresses, boats, raincoats, cloth, carpets, industrial rubber products. Apr. 1 via San Francisco for two months. c/o Bank of America, San Francisco, Calif. Itinerary: San Francisco, Los Angeles, Chicago, Philadelphia, New York. WTD 9/3/65.

TURKEY—Izak Sagman, Ekiposta Han 201, Sogut Sokak, Karakoy, Istanbul, **interested in importation and local manufacture under license of industrial chemicals** and requesting technical information on new processes covering chemical auxiliary products. First week in Apr. via New York for three weeks. c/o International Div., NOPCO Chemical Co., 60 Park Place, Newark, N.J. Itinerary: New York, Philadelphia, Boston, Pittsburgh. WTD under revision.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-961/39

Calendar *for international traders*

BETHLEHEM, Pa.—Apr. 26—World Trade Assn. Monthly meeting, Holiday Inn. Sponsor: Commerce Field Office.

BOSTON—Apr. 13—New England International Trade Week, Somerest Hotel. Sponsor: Commerce Field Office.

CHICAGO—Apr. 13—Chicago Assn. of Commerce & Industry, "Controlling Clerical Assistance," Sherman House, 9:30-4 p.m.

CLEVELAND—Apr. 19—Second Annual Export Trade Workshop, "How to Sell Overseas," 8 p.m., Western Reserve University. Speaker: Asst. V-P Fredrich G. Mayer, The Central National Bank. Sponsors: Western Reserve University; Commerce Field Office.

DAYTON, Ohio—Apr. 18—Export Seminar, Sheraton-Dayton Hotel. Sponsors: World Trade Committee; REEC; Commerce Field Office.

DETROIT—Apr. 13—Exporters' Workshop. Dinner speaker: G. Mennen Williams. Sponsor: Committee of American Steamship Lines; Commerce Field Office.

GREENSBORO, N.C.—Apr. 20-21—North Carolina World Trade Assn. Annual meeting, Sedgefield Inn. Sponsor: Commerce Field Office.

HONOLULU—Apr. 19—Import-Export Workshop, 10 a.m., 1022 Bethel St. Sponsors: REEC; Commerce Field Office.

HONOLULU—Apr. 20—Delta Phi Epsilon Monthly meeting. Speaker: Ernest P. Paahao, "Project Rita/Brazil," The Green Turtle. Sponsor: Commerce Field Office.

HOUSTON—Apr. 25—Export Seminar on Export Crating and Packing, 3 p.m., World Trade Bldg. Sponsors: Port of Houston; Commerce Field Office.

KANSAS CITY—Apr. 13—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Apr. 19—Export Procedures Course (Documentation), Chamber of Commerce Board Rm., 6:45 p.m. Sponsors: REEC; International Trade Club; Commerce Field Office.

LAKE CHARLES, La.—Apr. 13—Second Southwest Louisiana Export Conference, 9 a.m., Chateau Charles Hotel. Sponsors: Lake Charles Assn. of Commerce; REEC; Commerce Field Office.

LOS ANGELES—Apr. 28—Export Expansion Seminar, 9:30 a.m., Dept. of Commerce Field Office. Sponsor: Commerce Field Office.

MEMPHIS—Apr. 18—Memphis World Trade Club, Sheraton Motor Inn. Sponsor: Commerce Field Office.

MEMPHIS—Apr. 19—Mid-South Export Forum, Memphis State University. Speaker: **Vice-Chairman Robert F. Dwyer, National Export Expansion Council.** Sponsors: Memphis State University; Mid-South Exporter's Roundtable; REEC; Commerce Field Office.

NEWARK, N.J.—Apr. 20—European Tax Seminar, Robert Treat Hotel. Sponsors: World Trade Assn.; REEC; Commerce Field Office.

NEW ORLEANS—Apr. 23-25—22nd Mississippi Valley World Trade Conference, Roosevelt Hotel. Speaker: **Dir. Paul E. Pauly, Office of International Trade Promotion, BIC.** Sponsor: Commerce Field Office.

NEW ORLEANS—Apr. 24—Upper Midwest REEC and La.-Miss. REEC Joint meeting, 8 a.m., Roosevelt Hotel. Sponsors: REEC; Commerce Field Office.

NEW YORK—Apr. 13—Overseas Automotive Club meeting, 12 p.m., Summit Hotel. Sponsor: Overseas Automotive Club, Inc.

NEW YORK—Apr. 18—FCIB Hardware-Automotive & Allied Trades Group meeting, 4th Floor, Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Apr. 19—Export Training Course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—Apr. 20—FCIB meeting, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

PHOENIX—Apr. 13-14—Western International Trade Group meeting, Camelback Inn (Scottsdale). Sponsor: Western International Trade Group.

PROVIDENCE, R.I.—Apr. 18—Donner Meeting, Providence World Trade Club. Sponsor: Commerce Field Office.

ST. LOUIS—Apr. 18—"Show You" Export Workshop, Conference Rm., Federal Bldg. Sponsors: REEC; Commerce Field Office.

SAN FRANCISCO—Apr. 19—General Export Seminar, 9:30 a.m., New Federal Bldg. Sponsor: Commerce Field Office.

SPRINGFIELD, Mass.—Apr. 13—"Exports Mean Business" Seminar, 3 p.m., Western New England College. Sponsor: Commerce Field Office.

SPRINGFIELD, Mass.—Apr. 20—"Exports Mean Business" Seminar, 3 p.m., Western New England College. Sponsor: Commerce Field Office.

WICHITA—Apr. 27—In-Office Workshop for New Exporters, Chamber of Commerce. Sponsors: REEC; Commerce Field Office.

YORK, Pa.—Apr. 18—World Trade Council, 12 p.m. Sponsor: Commerce Field Office.

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